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Foreign Commerce Weekly

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Reports included in the Commodity News department generally are prepared by the Business and Defense Services Administration industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

U.S. Commercial Library Moves To New Location in Seoul

SEOUL.—The U.S. Embassy's newly relocated commercial library was opened by Ambassador Samuel D. Berger on September 29 in the presence of representatives of the Korean Government and Korean and foreign business organizations.

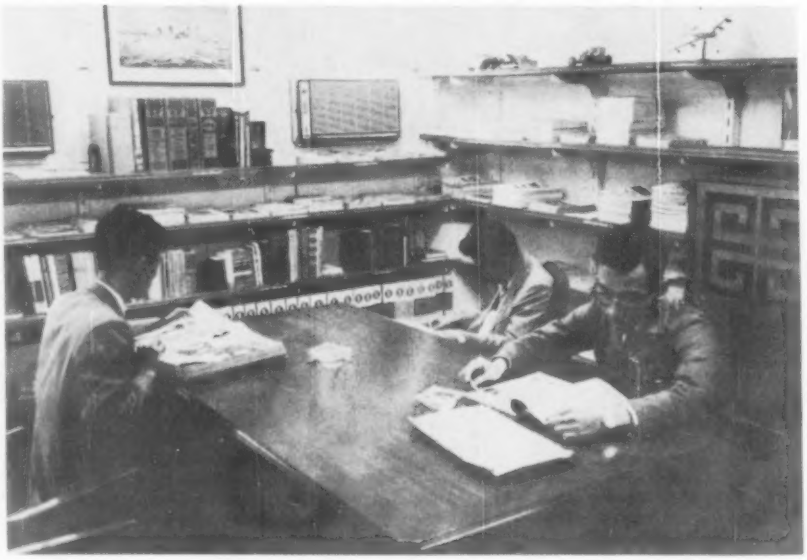
Fronting as it does on one of the main commercial arteries in Seoul, the new library is now easily accessible to business visitors. Comfortably furnished and attractively decorated, the library is staffed by Embassy employees trained to assist inquirers.

The new library has been completely restocked with commercial reference materials. In addition to U.S. business magazines and newspapers the library contains basic up-to-date volumes on U.S. commerce and industry and commerce reference materials. U.S. industry and area trade directories are available as well as publications devoted to external financing and U.S. foreign investments. One rack is devoted to the display of U.S. company brouchures. Of special interest to American business visitors interested in trade or investment is a section made up of Korean reference sources.

Many of the publications found in the new commercial library were donated by American trade groups and publishers who are interested in increasing the international trade of the United States. To further the usefulness of the sources available, dated publications are presented to local trade groups and Government agencies for further circulation.

The new and improved Commercial Library is expected to make a valuable contribution in terms of expanded U.S. sales and in terms of varied asisstance to Korean and other businessmen. So far, the success of the new library is best measured by the tenfold increase in visitors since its opening.

The commercial library in Seoul is one of approximately 270 found throughout the world in the U.S. Embassies and Consulates. With the basic objective of promoting trade between the U.S. and other countries they serve in many locations as the outstanding source for information on the vast American productive capacity. This coupled with the fact that there are commercial officers ready to follow through on any trade inquiries makes the commercial library an important part of the Government's program to increase U.S. exports.—U.S. Embassy.



Korean businessmen utilizing the U.S. trade publications found in the new commercial library in the American Embassy, Seoul.

U.S. Trade Mission Program a Major Tool Of Trade Promotion and Good Will

By L. Edward Scriven
Director, Bureau of International Business Operations

EARLY this year, a Chicago chemical company received the first of a series of orders totaling a quarter of a million dollars from a firm in Lyons, France.

This summer, another American company received a $300,000 machine-tool order from a Finnish farm machinery manufacturer.

The two orders are fairly typical of those generated by the Commerce Department's Trade Missions Program, one of the many services offered by the U.S. Department of Commerce to American business firms.

On January 29, 1962, the Trade Missions Program will mark a major milestone when six businessmen and a Commerce Department official making up the 100th trade mission to be sent abroad by this country will begin a 6-week tour of Burma. Like the previous 99 missions, its function will be to foster, promote, and develop a prosperous exchange of goods and services between the United States and the other nations of the Free World.

Under a program set up to carry out the purpose of Public Law 860—"To strengthen the ties which unite us with other nations"—U.S. trade missions have, since 1954, gone to nearly 70 countries from Afghanistan to Zanzibar, in some cases more than once.

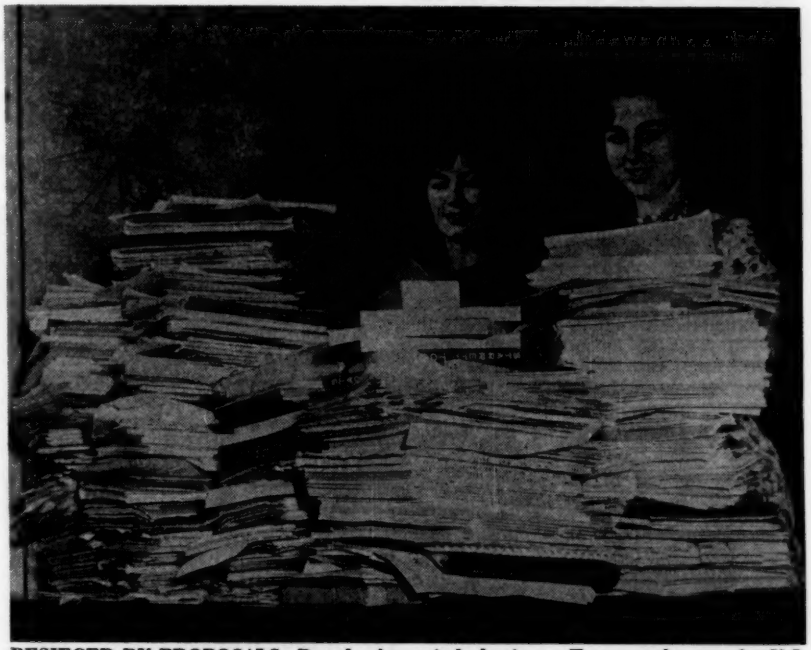
Nearly 300 prominent business executives from 38 states and Puerto Rico have served on one or more missions without pay, volunteering their time and experience as a patriotic duty. They have taken abroad with them almost 5,000 specific export, import, investment, or other business proposals from more than 1,000 U.S. firms, large and small, availing themselves of the free "business proposal" service of the Trade Missions Program. During their 6 or 7 weeks abroad, each mission presents these proposals to foreign businessmen and government officials in face-to-face discussions and individual consultations. The mission also brings back specific proposals from foreign firms who want to buy or sell goods or enter into joint ventures or other business arrangements with U.S. companies.

How effective the missions have been in achieving their purpose and, more specifically, in contributing to America's recently intensified trade expansion drive, can be seen in many more case histories.

Within the past year, a Pennsylvania maker of petrochemical processing equipment concluded a joint-venture agreement for the construction of a $4-million plant in India. A Newark electrical equipment manufacturer is now setting up two subsidiaries in Australia. And as a result of contacts established by a 1961 mission to Malaya, several American paperback book publishers recently found additional outlets there; and an American breeder found an entirely new market for his Rock Cornish hens.

Although immeasurable, no less impressive are the intangible benefits of the Trade Missions Program which has been awarded the coveted George Washington Honor Medal by the Freedoms Foundation for contributing abroad to "a better understanding of the American way of life." In presenting the award, the President of the Foundation stated, "(For) its effect outside the United States there is, in my studied view, perhaps no more important single project in which the Federal Government has been related."

In forthcoming missions already being scheduled—to Indonesia, Argentina, Germany, the United Kingdom, Equatorial Africa, Israel, Cyprus, and perhaps Greece—the U.S. Trade Missions Program will continue to demonstrate its effectiveness as a tool of trade promotion as well as an instrument of international good will.



BESIEGED BY PROPOSALS: But they're strictly business. Two months ago the U.S. Department of Commerce invited U.S. firms interested in doing business with Burma to submit export, import, and investment proposals to be hand-carried to the Southeast Asian country by America's 100th trade mission.

The Results: The record 319 proposals stacked on the desk of trade mission aides Kathryn Utz (*left*) and Carol Marino in Washington. Most of the proposals are from firms interested in exporting, with offerings ranging from tractors, trucks, agricultural equipment and packaged industrial plants to vitamins, meat tenderizers, corncob pipes, and rubber swimming accessories. The proposals will be presented to Burmese businessmen by the U.S. Trade Mission during its 6-week tour of that country beginning January 29.

U.S. Products Face Strong Competition In Paraguayan Market

By Alvis Craig Murphy

Third Secretary of U.S. Embassy, Asuncion

FOR any import to sell well in Paraguay, it must not only be competitive in both price and quality with similar goods from other exporting countries but also must be offered on a sufficiently liberal short-term credit basis.

The Paraguayan market is presently suffering from a severe shortage of credit, and interest rates are quite high. Local banks are loaned up to the limit, and some private lenders are asking, and receiving, as high as 5% a month.

Bearing in mind that consumer purchasing power is very low in Paraguay and that therefore most items must be sold on the installment plan, it is apparent that importers, most of whom sell directly to the public, must seek liberal credit terms from foreign suppliers. **Unfortunately, U.S. exporters in general have not matched the terms extended by their competitors, and this fact is largely responsible for the decrease in the U.S. share of the Paraguayan import market during the last 4 years.**

Advance Deposits Required

Paraguayan customs regulations require that importers make an advance deposit of 100% of the value of the shipment for most imported articles. This sum cannot be refunded for 120 days, even though the shipment may be cleared through customs prior to that time. This requirement causes an even further tightening of credit. Import surcharges are 20% for imports from neighboring countries and 24% for all others, in addition to whatever regular duties may apply.

All imports of consumer goods must be paid for within 90 days, according to the regulations of the Banco Central del Paraguay, but several importers have found it possible to have this period renewed once and even twice, thereby gaining as much as 270 days to pay in some cases.

Under these conditions, the U.S. share of the Paraguayan import market has dropped from 23.6% in 1957 to 17% in 1961, while its major competitors increased their shares—Germany from 8.6 to 11.9%, the United Kingdom from 7.8 to 8.2%, and Japan from 4.1 to 6.5%.

THE United States retained the lead in sales of vehicles and automotive equipment, but these U.S. imports dropped 6% from 1958 to 1960, while German goods of this type increased 29% and Japanese products increased 35%. U.S. auto makers demand payment in full before any vehicle is shipped to Paraguay, whereas British, German, and Swedish firms give 90 days after arrival to pay on passenger cars and light trucks and from 2 to 5 years on heavy trucks.

The *Banco Central del Paraguay* permits these longer terms of credit on heavy trucks since they are deemed necessary for the development of the country. A General Motors dealer in Asuncion reports that his customers prefer Chevrolet trucks made by General Motors in England, and the British division of the company will finance 80% of the cost of their trucks on a 2-year basis. Although the interest charged amounts to 23.7%, the transaction is more profitable than purchasing the U.S. product of the same company which must be paid for in full before shipment.

A Swedish company sells a truck of comparable quality and price on a basis of 20% with the order, 20% after shipment, and additional payments of 20% 12, 18, and 24 months after shipment. A leading German truck is sold on a 2-year basis with 80% of the cost financed at 5% interest.

A Japanese company, which uses a slightly modified copy of a 1937 Chevrolet engine in both its truck and jeep models, gives terms of 3½ years to commercial firms and 5 years to the Paraguayan Army, which has saved a great deal on maintenance costs by having the same engine in all models.

The same selling patterns are followed with respect to tractors, construction equipment, diesel generators, and other types of heavy machinery, with U.S. companies demanding at least part payments in advance and the rest on delivery while their competitors allow from 90 days to 2 years for payment.

Market Highly Competitive

IN the fields of electrical appliances and light machinery, U.S. products are preferred by local consumers, but German and Japanese products of the same approximate quality are offered at lower prices and on easier terms. The U.S. share of the electrical appliance market dropped from 29% in 1958 to 18% in 1959 and then to 10% in 1960. American electric blenders cost the importer $40 each, while a Japanese blender of comparable quality is sold retail at $28.

A German sewing-machine company gives the importer a year to pay, charging 7½% interest, and even puts up the money for the advance deposit required by Customs. Italian typewriters are imported on terms of 180 days, while the U.S. products of an affiliated company must be paid for in 90 days. American electric appliances must usually be paid for in advance of the shipment, although some large orders can be shipped on sight drafts.

Imports of American chemicals and pharmaceuticals have dropped 29% since 1958, and Germany has now taken over first place in this field, having increased its sales by 10% during the same period. Since most items in this class are quickly sold at retail, credit terms are not a major factor, but the German products are priced well below their American counterparts.

U.S. Hardware Sales on Rise

Sales of U.S. hardware items are beginning to increase. For many years almost all hardware items came from Germany, and German export salesmen are still very successful in this line. One factor holding back sales of U.S. products is the insistence of most American companies on a minimum order for export shipment. Most of the minimums set are too high for a country like Paraguay with its small market. Japanese companies also set minimums but the French stopped this practice 2 years ago and the

(See Paraguayan, page 138)

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7-Man Group To Visit Burma

Vice President and Commerce Secretary Meet With 100th U.S. Trade Mission

VICE-PRESIDENT Lyndon B. Johnson and Secretary of Commerce Luther H. Hodges, on January 15, marked a major milestone in U.S. foreign trade relations as they met with members of the 100th Trade Mission to be sent abroad by the U.S. Department of Commerce.

The mission members—six businessmen who serve without compensation and a Commerce Department official—will visit Burma from January 29 to March 10, as part of a program that has taken American industrial, business, and financial specialists to nearly 70 countries since 1954. Almost 300 prominent business executives from 38 states and Puerto Rico have served on one or more missions.

According to Secretary Hodges: "The objectives of this mission are not only to promote increased two-way trade between the United States and Burma, but also to provide information about the United States as a source of products, technical and managerial knowhow, and investment capital which can be helpful in enabling Burma to carry out its new 4-year plan for economic development. Our hope, too, is that this will lead the people of Burma to a better understanding of our system of free enterprise."

Symbolizing the intensified trade expansion drive by the United States, the mission will present Burmese businessmen with a record 334 export, import, and investment proposals from U.S. firms interested in doing business with Burma. The number of proposals exceeds by far any recorded for a single mission since the inception of the Trade Missions Program.

The mission is also significant as a further step in U.S. efforts to develop closer ties with the strategically-situated neutralist Southeast Asian country. Resource-rich Burma has the potential to be one of Asia's more prosperous countries. However, it still is heavily dependent on foreign trade and outside financial assistance. In recent years, much of this help has come from Russian and communist Chinese trade and aid.

THE six U.S. businessmen who are contributing their services to the Burma mission are:

Bjorn Andersen, consultant (formerly vice-president and general manager), Celanese Development Corp., a division of the Celanese Corp. of America, New York City, a leading authority on chemicals, plastics, and synthetic fibers.

H. McKinley Conway, Jr., president, Conway Publications, Inc., Atlanta, Georgia, an expert on industrial and area development.

Ray Hemenway, pres., Hemenway Concrete Products, Albert Lea, Minn., and Kassen Concrete Products Co., Kassen, Minn., who has had a lifetime of experience in small plant layout and concrete products.

Eugene M. Lang, pres., Resources and Facilities Corp., New York City, an expert on licensing, joint ventures, and foreign trade.

John E. Medendorp, pres., Economy Tool & Machine Co., Muskegon, Mich., an authority on light industries.

Everett F. Zurn, pres., Zurn Industries, Inc., Erie, Pennsylvania, an authority on industrial machinery.

Director of the mission is **Bradley Murray,** Special Assistant to the Director, Bureau of International Business Operations, U.S. Department of Commerce.

Previous Mission Visited in 1957

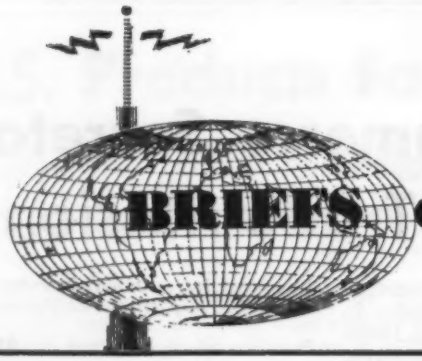
A previous U.S. Trade Mission visited Burma in early 1957. Despite its pioneering efforts, Burma is still relatively unfamiliar with most American products. During 1955-60, U.S. exports to Burma averaged only about $8.5 million annually, including U.S. aid shipments. This amounts to only 3% of what Burma imports from all its trading partners.

U.S. imports from Burma, during the same period, have ranged from $1 million to $2 million annually, a small fraction of Burma's total exports of $225 million a year.

One of the major reasons for Burma's scant trade with the United States has been Burma's persistent shortage of dollars. However, as a result of recent currency convertibility moves, the dollar shortage is no longer a major problem, and many Burmese trade and investment opportunities are now available to the U.S. business community.

(See Mission, page 138)

CONFERENCE AT THE CAPITOL—Participants in the ceremony marking the 100th U.S. Trade Mission were: Standing (left to right). Bradley Murray, Mission leader; L. Edward Scriven, Director of the Bureau of International Business Operations; Bjorn Andersen and Everett F. Zurn. Seated: Ray Hemenway; H. McKinley Conway, Jr.; John E. Medendorp; Assistant Secretary Jack N. Behrman; Vice President Lyndon B. Johnson; Secretary of Commerce Luther H. Hodges; Eugene M. Lang.



A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Partial payment of sales tax of 10%, applicable on imported merchandise at time of entry into country, is called for by Tax Bureau Resolution No. 748V of Dec. 15, 1961. A payment of 7% of value of imported merchandise at time goods are cleared through customs now is required. Remainder of sales tax, 3%, is payable at end of year in which import is effected. Under previous regulation, the 10% sales tax was collected at end of each year.

  Customs Resolution 346 of Nov. 22, 1961, eliminated requirement that commercial invoices on shipments to Argentina be certified by a Chamber of Commerce.

  Central Bank has begun to issue 10,000 peso notes. Previously the highest denomination was 1,000 pesos.

  The 40% import surcharge has been suspended for 1 year, effective Dec. 12, 1961, on dieldrin and heptachlor, used in preparation of pesticides.

- BERMUDA.—Imports of cauliflower and lemons are prohibited until further notice.

- BRAZIL.—As of Jan. 1, 1962, the first reductions in import duties, in accordance with its list of concessions, are in effect for imports from LAFTA countries. All such imports are included in the general or more favorable exchange category.

  An aggressive trade policy aimed at increasing exports from $1.6 billion to $3.1 billion by 1965 has been announced by Foreign Minister. First area for expansion will be Latin America, especially LAFTA countries; second area will be the Soviet bloc countries. Minister claims that main trading problem is the favorable treatment given Brazil's African competitors by European Common Market.

- CAMBODIA.—Government-owned TV station will increase telecasting hours in 1962 from present 1 hour a day. Programs are in Cambodian, French, and English. Advertising time will be made available.

  Following economic projects announced by Government at yearend: Jute bag factory, phosphate plant, textile plant, modern slaughterhouse with refrigerating facilities, tannery, lumber enterprise, fishery, and cannery. Companies to be jointly owned by Government and private Cambodian interests.

  Ministry of Plans announced intention to sell to the public shares in "mixed" companies held by Government. First such shares to be sold will be Electricité du Cambodge (Cambodian Electric Co.).

  Cotton production has increased in recent years to point where Cambodia will have exportable surplus in current crop year.

- CANADA.—Red River will be channeled around Greater Winnipeg at cost of $63 million to be shared by Provincial Government of Manitoba and Federal Government.

- CEYLON.—Japanese manufacturers are negotiating with local firms for establishment of two rayon and other synthetic fiber plants and a factory to produce pocket and cabinet radios, transistor sets, and flashlight batteries.

- CHILE.—Prieto Letelier y Cia., Ltda. received authorization to open a recombined milk plant in Santiago. Firm has ordered most of its machinery and equipment from a Danish firm and plans to begin operations in May. Ingredients will be secured from both foreign and domestic sources. Plant will supply badly needed fluid milk to Santiago area.

- DENMARK.—Minister of Finance submitted bill to Parliament providing for revision of chapters of Danish tariff schedule not included in extensive revision of March 1, 1960—agricultural commodities, fruit and vegetables, certain processed food items, vegetable oils and fats. Proposed revision involves general change from specific to ad valorem duties and moderate upward adjustment of various rates. Bill also calls for abolition of the dual tariffs which were never implemented, introduced by Law No. 181 in June 1961, but leaves unchanged the general authority in that law authorizing Finance Minister to raise tariffs if other countries withdraw or reduce tariff concessions.

  Parliament passed bill on December 15 granting Arktisk Minekompagni A/S (Arctic Mining Co., Ltd.) a 50-year concession for prospecting and extracting molybdenum and certain other minerals in Mestersvig area, eastern Greenland. Arctic Mining will be owned jointly by American Metal Climax Inc. and Nordisk Mineselskap A/S, the government-owned Danish firm which has been exploiting the dwindling lead and zinc deposits at Mestersvig.

  In accounting year 1960/61 Danish farm income improved slightly over previous year, according to Bureau of Farm Management and Agricultural Economics, primarily because of reduced costs of operation following lower prices and reduced purchases of feed. Value of agricultural production also declined but at lesser rate than costs of operation, resulting in slight improvement in farm income. Lower value of production primarily caused by lower prices for dairy products and grains which more than offset higher prices for pork and eggs.

- ECUADOR.—Imports in first three quarters of 1961 totaled $76.6 million, according to unpublished Central Bank statistics. U.S. share amounted to $37.4 million, or 48.8%.

- FRANCE.—Willys-Overland of Brazil, most important Brazilian automobile manufacturer, has concluded agreement with Renault to produce Alpine sports car in Brazil. The Alpine, to be called the Interlagos in Brazil, will be produced at the rate of only 3 or 4 units a day. It is planned to extend sales progressively to all South American countries.

  Goodyear International Corp. announced in mid-December that it will commence construction of a new $6 million synthetic rubber plant in France in early 1962, scheduled for completion in 1963.

  General Motors (France) has purchased tract of land in new southeast industrial zone created by city of Reims. As the city has yet to install the general utilities and services for the zone, the GM tract will not be ready for industrial use before 1963. GM contemplates, as a first step, creation of warehousing and distribution center for automotive vehicles and parts and a training center for its dealer mechanics.

- GERMANY, FEDERAL REPUBLIC OF.—A new corporation with $15 million capital has been formed under name of Erdoelraffinerie Mannheim G.m.b.H. with 60% interest belonging to Wintershall and 40% to Marathon International, subsidiary of Ohio Oil Co. of Findlay, Ohio. An oil refinery will be constructed at Mannheim, scheduled for completion early part of 1964, with a 2-million-ton annual capacity. Plans under study to extend Rotterdam-Cologne pipeline further south to supply both the new Caltex refinery near Frankfurt and this new refinery at Mannheim.

- GHANA.—Government has established National Trading Corp. to engage in export,

import, and wholesale trade. Purchases abroad will be made from most advantageous sources of price, quality, and credit terms, according to Corporation's chairman. Importance of favorable credit terms was emphasized.

- GUINEA.—New tax, called "equalization tax," applies to all imports regardless of origin and ranges from 10% to 25% on various items. Overall effect of tax is estimated to be equivalent to devaluation of Guinean franc of about 20% (see article in Foreign Government Actions department of this issue).

- INDIA.—Zinc and sulfur import policy for Oct. 1961–Mar. 1962, limiting imports to U.S. sources, modified to permit imports from all areas to meet industrial demand.

  Indian exports in period Jan.–Oct. 1961 totaled $1,152.5 million, almost 9% over corresponding 1960 period.

  A 20-member team of British coal mining machinery manufacturers arrived in Delhi in December to explore possibility of supplying mining equipment under $35 million loan granted by World Bank.

  The 2-year trade agreement between India and Pakistan, which was to expire on March 21, 1962, has been extended for another year.

- INDONESIA.—The Indonesian state railway has announced a 100% development surcharge on all passenger and freight car rates effective Jan. 1, 1962. Other land, sea, and air transport rates probably will be raised to keep step with rising wages and prices.

  Indonesia's plans to set up an aviation industry were furthered by establishment in Bandung, Java, recently of the Aviation Industry Founding Institute. The Institute will coordinate plans for local assembly of DeHavilland Otter aircraft and Polish Wilga liaison aircraft, both to be equipped with American Continental engine for standardization. Poland has extended a $2.5 million 10-year credit to provide technicians and equipment for this project.

  A Telecommunications Cooperation Agreement between Indonesia and Soviet Union, signed last month within framework of International Telecommunications Convention, provides for exchange of experts and provision of telecommunications tools to Indonesia.

- IRAQ.—Government has ordered from Poland 1,611 railroad freight cars of various types, worth about $13 million, to service new broad gage line which is expected to be completed by 1964.

  The Soviet Union will build a new TV station in Baghdad, expected to be completed by 1965, which will house a 50-kw. transmitter, 6 studios, and other subsidiary halls. A 300-meter TV tower also is included in project.

- IRELAND.—Government is granting licenses for import of raw apples from January 1 to June 15 this year. Because of poor domestic crop, import period is starting 2½ months earlier this year and extending about twice as long as usual.

- ITALY.—Ministry of Foreign Commerce will continue licensing pork and hog imports during first semester 1962. Quotas have been established for first quarter 1962 for live hogs and pork at same level as last quarter 1961 (FCW, Nov. 6, 1961, p. 32).

- JORDAN.—Current annual production of vegetable ghee by Vegetable Oil Refinery in Nablus of 4,200 tons, valued at about $2 million, meets local requirements. Output will be expanded further to develop exports to Saudi Arabia and other Arab States in the Persian Gulf.

- LAOS.—Government has begun construction of an 80-room luxury hotel in Vientiane; completion expected early this year.

- MOROCCO.—Government has purchased Tangier airdrome from Air France and will improve facilities. Air France will make available a number of technicians to assist in operating airport during 1962.

- RHODESIA AND NYASALAND, FEDERATION OF.—Minister of Native Affairs in Salisbury is studying plan to build a dam across Lundi River at Chipinda Pool for irrigation purposes.
- SOUTH AFRICA, REPUBLIC OF.—South African tenderers received a 10% preference in a recent bidding for South African Railway's order of 130 electric locomotives.
- SYRIA.—Under a recent arrangement concluded with Bulgaria, Syrian tobacco worth $1.1 million will be exported in exchange for Bulgarian machinery and fertilizer.
- TANGANYIKA.—The East African Tobacco Co.'s new factory in Dar es Salaam, reported to cost £1½ million ($4.2 million), was opened in December. Prime Minister expressed hope that a Tobacco Marketing Board could be instituted.
- TURKEY.—The freight tax on earnings of foreign shipping firms has been reduced from 8% to 6% of gross income. The tax, which has contributed to reduced schedules of foreign lines to Turkey, continues to be assessed on gross income for foreign ship operations, compared with its application on the net income of local operators.

  Morrison-Knudson Overseas Inc. is establishing a district headquarters in Istanbul to supervise its activities in the Middle East, Africa, and Europe. Company's office in Iran will be closed; Paris office will continue operating mainly in field of design.

  Exports in November reached unprecedented figure of $58 million, $23 million above November 1960 and $18 million over previous high set in November 1950. Increases in exports of tobacco, cotton, and dried fruits may raise total 1961 exports to $340 million, compared with figure of $320 million attained in 1960.

  Ministry of Commerce lifted minimum export price restrictions on both natural and manipulated dried figs effective January 1.
- UNITED ARAB REPUBLIC (EGYPT).—An Egyptian Economic Mission is scheduled to leave for Peking to renew trade agreements concluded with communist China which are expected to increase trade between the 2 countries to $67 million.
- UNITED KINGDOM.—Chancellor of Exchequer announced in Commons December 19 that Government had decided in principle to adopt a decimal currency system and that a Committee of Inquiry was being appointed to investigate the form, timing, and cost of conversion from present system.
- VIET-NAM.—Imports of all types and sizes of electric fans have been halted until further notice. Measure was taken to protect local production.

  All imported goods stored at the Port of Saigon or other warehouses after January 1 are subject to the new surtax of 25 piasters per US$1 in place of stabilization and perequation taxes. Goods may not be withdrawn until the new tax is paid. This directive implements the reform of Viet-Nam's foreign trade structure (see article in Foreign Government Actions department of this issue).

  The practice of applying for import licenses by importers' associations rather than individual importers will be discontinued beginning the second quarter 1962. Foreign exchange quotas will continue to be assigned to individual importers.

  Imports of completely assembled radio sets valued less than US$40 have been banned as of January 1962. The ban was imposed to protect the market for locally assembled low-cost radios.

  Construction of the Da-Nhim hydroelectric project is proceeding according to schedule. The plant will add 80,000 kw. to Viet-Nam's power capacity by late 1963.
- YEMEN.—A new 145-mile highway linking Yemeni Capital, San'a, with newly built part of Hodeida, has been opened to traffic. Road was built with help of communist China.

U.S. Products Sought Include Cable, Lighthouses, Insecticides, Lathes

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers.

Bidding instructions, specifications, and other pertinent data are available for review on loan from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

British West Indies

Total of 4,125 tons of 16 in. **steel pipes and specials**; March 31. Trinidad & Tobago Electricity Commission, 63 Frederick St., Port-of-Spain, Trinidad. Specifications available from Howard Humphrey & Sons, Standard Life Bldg., 1 Edward St., Port-of-Spain, Trinidad, for £5 ($14), not refundable.

Congo (Leopoldville)

Pharmaceutical products, estimated value, $23,000; Feb. 7. **Films** for medical radiography and **developer**, estimated value, $55,000; Feb. 7. Conseil des Adjudications du Government Central de la Republique du Congo, B.P. 10 G.C., Leopoldville-Kalina.★

Ethiopia

Because of changes in specifications, bid deadline for supply of **armored underground tie cables** (see FCW, Dec. 18, 1961, p. 9) has been extended to Jan. 31.★

Greece

Ground stabilizing machine, estimated value, $70,000; Feb. 12. State Organization of Public Works Machinery (K.O. M.D.E.), 63 Academy St., Athens.★

India

Tape recorders, tape duplicators, microphones, amplifier, plugs, sockets, and **cable**; Jan. 31. Tender SE-427/A, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Construction of **bridge** across Bassein Creek, north of Bombay; Feb. 28. Specifications available from Superintending Engineer, National Highway Circle, Government of Maharashtra, Hutment No. 4, Bombay 1, for 100 rupees ($21), plus 50 rupees ($10.50) for air mail postage. Total estimated cost is 8 million rupees ($1,680,000).

Iran

Two **diesel generators** and **accessories**; Feb. 22. **Light-buoys, lighthouses,** and **light-vessels**; Feb. 24. One **service boat**; Feb. 22. Tender documents and specifications for each available from Ports & Navigation Organization Office, 333 Naderi Ave., Tehran, for 1,000 rials ($14).

Iraq

Bid deadline for construction of **Naft Khaneh-Daura pipeline** extended from Dec. 31 to Jan. 31. (See FCW, Oct. 16, 1961, p. 7.)

Asphalt laboratory equipment; Feb. 18. Specifications available from Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Sudan

Diesel engine, 12 hp. 4-stroke **pumping set**; Feb. 20. Tender 2536. **Heavy-duty single boring and turning mill**; Feb. 26. Tender 2540. **Rolling machine** for fastening Gibson Rings in tires; Feb. 1. Tender 2531. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, SW.1, England.★

Two **lathes**; Feb. 15. Tender 2534. Two **chlorination apparatus** for disinfecting drinking water; Feb. 21. Tender 2537. Controller of Stores, Sudan Railways, Atbara.★

Insecticides (DDT, endrin, rogor, metasystox), total of 703,000 gallons; Feb. 3. Sudan Gezira Board, Barakat.★

Underground cable, 18,000 yards; Jan. 31. Tender 66. Ten **diesel electric generating sets**; Feb. 19. Tender 67. Total of 25 tons of hand drawn **copper wire** at 200 lb. a mile and 60 tons at 40 lb. a mile; Feb. 20. Tender 68. **Teleprinter paper**, four types, total 32,500 rolls; Feb. 21. Ministry of Communications, Khartoum.★ Tender 69.

United Arab Republic

Bid deadline for supply of **luffing and slewing cranes** (see FCW, Dec. 25, 1961, p. 25) extended to Feb. 14. Suez Canal Authority now desires 14 cranes instead of 3.

Bid deadline for supply of 11-kv. **distribution line and transformer unit** extended from Jan. 10 to Feb. 14. (See FCW, Dec. 11, 1961, p. 9.)

Bid deadline for supply and erection of 33-kv. **overhead transmission line** from El Sibaiya to Qena extended from Jan. 15 to Jan. 29. (See FCW, Dec. 18, 1961, p. 10.)

Viet-Nam

Because of modification in specifications for **navigational equipment** and **apparatus** (tide gages), the deadline for this tender, 0429-01121, has been extended from Jan. 17 to Feb. 16. (See FCW, Dec. 25, 1961, p. 25.)★

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

English Directory Lists Manufacturers

The FBI Register of British Manufacturers—1962, published for the Federation of British Industries by Kelly's Directories, Ltd., Neville House, Eden St., Kingston-upon-Thames, Surrey, and Iliffe Books, Ltd., Dorset House, Stamford St., London, S.E.1, presents a comprehensive and accurate guide to a substantial cross section of British industry.

This 1,174-page directory contains names and addresses of over 8,000 firms, listed alphabetically with their products or services, branches, affiliates, and representatives and grouped under more than 5,500 classified headings. Information is provided on trade associations, proprietary names, trademarks, the Federation of British Industries, glossaries in French, German, and Spanish, and an indexed group of illustrated advertisements.

The directory may be purchased for 50 shillings ($7) postpaid from Iliffe Books, Ltd., Dorset House, Stamford St., London S.E.1. This or earlier editions may be consulted in any Department of Commerce field offices or in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designed by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C.

Argentina: International General Electric will supply 194,000 kw. generating unit to Servicios Electricos del Gran Buenos Aires, S.A., 184 Balcarce, Buenos Aires. Purchase will be financed through Eximbank loan.

Contract for first phase of Resistencia international airport (FCW, Sept. 4, 1961, p. 19) has been awarded to local company Chacofi, Viamonte 773, Buenos Aires. The $4.4-million contract covers pavement or runways, taxi strips, aprons, access roads.

Canada: Contract for construction of 198 housing units at Camp Shilo near Brandon, Manitoba, was given to Drake Construction Co., Ltd., of Winnipeg, a subsidiary of Drake Construction Co. of Minneapolis.

Ecuador: Intercontinental Engineering Associates, Los Angeles, Calif., has signed contract with Provincial Council of Manabi for construction of various projects for establishment of potable water supply system. Value of contract set at $100 million.

Germany: Rotterdam-Rijn Pipeline Co., The Hague, Netherlands, plans further expansion of its petroleum pipeline from Godorf-Wesseling to Frankfurt.

India: Beloit Iron Works Co., Beloit, Wis., is prime contractor for $28-million paper mill project for Orient Paper Mills, Ltd., Calcutta. $18.5 million Eximbank loan to be allocated for project.

Pakistan: Contract award for Mangla Dam (FCW, May 15, 1961, p. 25; Oct. 9, 1961, p. 16; Dec. 4, 1961, p. 9) went to Guy F. Atkinson, 10 W. Orange Ave., San Francisco, Calif.

West Pakistan Water & Power Development Authority, Lahore, contracted for centralized supply of quarried aggregate for Indus projects to Gammon (Pakistan), Ltd., P.O. Box 165, Dacca 2.

Peru: Third phase of construction works at Salaverry harbor will be entrusted to George Wimpey & Co., Ltd., 27 Hammersmith Grove, London, W.6., England. Works consist of construction of second pier, erection of customs buildings, and supply of machinery of lading and bulk sugar. Cost estimated at 100 million soles (100 soles=$3.80).

Philippines: Manila Harbor authorities agreed to purchase one $1.5-million dredge from Ellicott Machine Corp., 1611 Bush St., Baltimore 30, Md.

Republic of South Africa: South African Railway Administration awarded contract for 44 wharf cranes to German firm Krupp.

Ministry of Transport announced award of contract by South African Railways for 130 electric locomotives to Union Carriage & Wagon, Ltd. (Pty), Nigel, Transvaal.

United Kingdom: South of Scotland Electricity Board is to construct £50-million ($140 million) generating station at Cockenzie, East Lothian. Station will have installed capacity of 1.2 million kw. Write to South of Scotland Electricity Board, Inverblair Ave., Glasgow S-4, Scotland, U.K.

Directory Describes Republic of Ghana

The Directory of the Republic of Ghana —1961–62, published by the Diplomatic Press & Publishing Co., provides informative articles on the country, its history, government, economic development, foreign trade, educational facilities, and culture.

This 224-page illustrated directory contains a trade index listing firms and their addresses alphabetically and according to commodities handled or services rendered. Of additional interest is the "Who's Who in Ghana" comprising biographical sketches of prominent residents.

The directory may be purchased from the publisher at 13 Cotswold Gardens, London N.W.2, for £2 or approximately $5.60, postpaid. A review copy is available in the Commercial Intelligence Division, Office of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Argentine Transformer Station Plans Available

A copy of the plans and specifications for the Rosario Sur transformer station, in Spanish, has been received in the Department of Commerce.

Interested firms may obtain this copy on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. (See FCW, Jan. 8, p. 38.)

Machine Tool Bids Invited By Indian Atomic Agency

The Government of Indian Atomic Energy Establishment Trombay, Mohatta Bldg., Palton Rd., Bombay 1, is inviting bids for a wide variety of machine tools and equipment.

There are 33 separate tenders in all, with deadlines from February 1 to March 19. The tender numbers are AEE/P/CAP/6100 to AEE/P/CAP/6132 inclusive; the items required and their closing date are as follows:

6100: 1 vertical tools shaper (punch shaper); Feb. 1.
6101: 1 universal dividing machine; Feb. 2.
6102: 1 facing lathe on baseplate; Feb. 5.
6103: 1 pipe threading lathe; Feb. 6.
6104: 1 pipe threading machine; Feb. 7.
6105: 1 polygon drilling machine; Feb. 8.
6106: 1 hydraulic vertical broaching machine; Feb. 9.
6107: 1 filing machine; Feb. 12.
6108: 3 vertical metal cutting band saws; Feb. 13.
6109: 1 universal pantograph die sinking machine; Feb. 14.
6110: 1 cutter and tool grinding machine; Feb. 15.
6111: 1 twist drill grinder; Feb. 16.
6112: 1 circular saw grinder; Feb. 19.
6113: 1 vertical disc and bobbin sander; Feb. 20.
6114: 1 centerless grinder; Feb. 21.
6115: 1 centerless grinder; Feb. 22.
6116: 5 open gap hydraulic straightening presses; Feb. 23.
6117: 1 open gap hydraulic drawing press; Feb. 26.
6118: 1 plate shearing machine; Feb. 27.
6119: 1 plate shearing machine; Feb. 28.
6120: 1 nibbling and shearing machine; Mar. 1.
6121: 1 plate straightening and bending machine; Mar. 2.
6122: 1 sheet metal bending roller; Mar. 5.
6123: 1 press brake, 400T; Mar. 6.
6124: 1 hydraulic metal spinning and flow forming lathe; Mar. 7.
6125: 1 inert arc stainless steel cutting unit; Mar. 8.
6126: 1 double headed cross cantry gas cutting machine; Mar. 9.
6127: 1 profile cutting machine for pipes; Mar. 12.
6128: 1 high frequency electric melting furnace; Mar. 13.
6129: 1 low frequency electric melting furnace; Mar. 14.
6130: 1 shot blast rotor (airless); Mar. 15.
6131: 1 profile projector; Mar. 16.
6132: "Ozamajor" ammonia printing and developing machine; Mar 19.

Copies of the specifications of the above tenders and the general conditions of tender are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Burma's rice exports from January through November 1961 were 1,571,000 long tons—down 11% from the 1,763,000 exported in the same period of the year before, according to the Foreign Agricultural Service.

October and November exports were 86,870 and 98,119 tons, respectively.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

Greece

Outdoor **power transformers,** 13, single phase, 15/150 kv., 50 cycles, 40,000 kv.-a.

Power transformer, 5,000/6,250 kv.-a., three phase, 50 cycles QA/FA outdoor 150/15 kv. Loan 107; **U.S. source.** Bid invitation KS-2E. Feb. 5. Public Power Corp., Athens. Copies of bidding document obtainable there or from Engineering Consultants, Inc., 1901 South Navajo St., Denver, Colo.

India

Cut saw to cut material 8 in. to 18 in.; two wooden **wool-making machines** equipped with two knives to be driven by 5-hp. motor; wood **wool press** to be driven by 1 hp. motor; **knife grinder** to be driven by 1 hp. motor. Delivered at Dehradun. NSIC/HP/2D-1896/61. Loan 144; worldwide. Feb. 18. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Car washer, same or similar to tool 76K; **car washer,** same or similar to tool 77K; **lift twin post and four post truck,** and **bus type** for wheel base 102 in. to 206 in. with air compressor and electric motor (air or electrically operated); **lift twin post and four post passenger car,** complete with air compressor and electric motor (air or electrically operated). Loan 157; **U.S. source.** IL#995514/DLF/157/60/HQ-CG. Ref. 41(186)/61-AID. Feb. 15. The Premier Automobiles Ltd., Agra Rd., Kurla North, Bombay 70.★

Pilsgstas cable. Loan 162; **U.S. source.** PB/972/SD/TD-634/61/BDC. Feb. 19. The Fertilizer Corp. of India, Ltd., Purchasing Dept., Trombay Div., Prabhu Kunj, Peddar Rd., Bombay 26, where tender forms and specifications may be obtained $2.10 a set (nonrefundable). Tender specifications available for sale to Feb. 12, received to 3 p.m. and opened at 3:30 p.m. on Feb. 9.★

Flexible undulated joints for penstock-pipes of Sharavathi Valley Hydro-Electric Project, 1st stage. Loan 120; worldwide. Inquiry HCP/SVHEP-15/Dec. 61. Feb. 28. Mysore Government, Office of Chief Engineer, Hydro-Electric Construction Projects, P.B. No. 60, Race Course Cross Rd., Bangalore 9, where quotations should be sent. Tender specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.★

Skid shovel with 55-hp. crawler tractor, 6-cylinder **diesel engine,** closed hydraulic system hydro spring **shock absorber,** 12 in. overlapping **flat shoes** with triple bar grousers and crank case **guard. Loan 157; U.S. source.** IL#995395/DLF/157/60/HQ-CG. Ref. 41(14)/61-AID. Feb. 15. Panyam Cements & Mineral Industries, Ltd., Cement Nagar P.O. via Bugganipalle R.S. Dhone Tq, Kurnool Dt. Andhra Pradesh, South India.★

Garage **tools.** Loan 157; **U.S. source.** IL#995505/DLF/157/60/HQ-CG. Ref. 41(185)/61-AID. Feb. 15. Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1, List.★

Ice flake plant, capable of producing 18 tons per day, continuous operation required. Loan 141; **U.S. source.** Ref. BP.XI/61/ST.45/9643. Feb. 15. Office of Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations should be sent directly.

Israel

Polybor chlorate in powder form packed in 25-kg. polyethylene coated multiwall paper bags. Sub-Authorization OM3767. Loan 126. **U.S. source.** Feb. 8. Delivery desired by May.

Yale, or equal, model KDPA51AT-60 **telescopic tilting lift fork truck.** Sub-Authorization IL 1214835. Cincinnati, or equal, all steel **mechanical press brake,** series 3, nominal length 6 ft., complete with standard equipment: Electrical equipment 5 hp. standard universal gage, automatic lubrication, ram and bed shoulders 5¾ in. high angle brackets, ram and bed extension 24 in., No. 6 male die 3 x 1½ x 10, No. 8 gooseneck die 3 x 1½ x 10, No. 21 female die 3¼ x 10, No. 21 female die 3¼ square 3-way block x 10 ft., 6 die blank steel bars 1½ x 3 x 10 ft. approximately. Sub-Authorization IL 1215069. 4K2966 **caterpillar 955 traxcavator,** or equal; install: 7M914 air cleaner service indicator, 2K4819 bucket teeth; 2K4819 bucket teeth, not installed; 3B2665 hook; 3K4241 guard; 3K4711 lighting system. Sub-Authorization IL 1751714. Loan 214. Delivery desired by March. Feb. 5.

Complete Besser, or equal super-vibrapoc plain pallet **stripper equipment** for capacity of up to 7,680 units 8 in. x 8 in. x 16 in. block, or equivalent other units or 8-hour shift. Sub-Authorization I/L 1215197. **Ingersoll-Rand model,** or equal CM2/55L self-propelled **blast hole drill crawl IR unit,** complete with power pump, hydraulic power cone, power tilt, lift and swing of feed tower; **feed tower** for 20 ft. steels, 55 L drill, special cone clamp, 323 GM ejector type dust directors, 1082 CM tractor seat, "A" drill steel rods 20 ft. DT 838, 15; **adaptors** spindle to "A" thread VDA 185, 10; Vascoly-Ramet "A" **spade bits** 2½ in., 10; Vascoly-Ramet "A" **spade bits** 3 in., 5; 150 ft. A 13 RDC-125 1¼ in. **air hose.** Sub-Authorization I/L 1215057. Loan 214; **U.S. source.** Feb. 8. Delivery desired by May.

All bids invited by Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Tenders should bear reference to S/A number, be prepared on basis of f.a.s. U.S. port of exit. Prices itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.

Jordan

Crawler tractor shovel with diesel engine in range from 100 to 150 hp. Standard **rock bucket** to be interchangeable with augledozer blade and rock fork. Offer should include complete unit with interchangeable attachments. Loan 76; free worldwide. Tender 24/61. Feb. 20. Jordan Phosphate Mines Co., S.A., P.O. Box 30, Amman, Jordan.★

Korea

Part I: **Foil rolling mill** (aluminum foil), with equipment and attachments—**foil trimming and doubling machine** with **electrical equipment** and **tools,** 1 set; **foil glue laminating machine.** Part II: **Knuckle joint embossing press,** 1 set; **eccentric press,** bench type, 1 set; **high-speed punching press,** 1 set; **precision gear hobbing machine,** 5 sets; **multi-spindle drilling machine,** 1 set; **drilling machine,** bench type, 1 set; **air compressor unit,** 1 set; **hammer riveting machine,** 1 set; high-speed **roller riveting machine,** 1 set; **long turning precision automatic screw machine,** 2 sets; **small precision lathe,** 2 sets; **high-speed precision bench turret lathe,** 1 set; **automatic pinion and wheel cutting machine,** 1 set; **tooth flank polishing machine,** 1 set; **pivot burnishing machine,** 1 set. Loan 94; worldwide. Invitation DLF-1019-S. Feb. 8. Office of Supply, Government of the Republic of Korea, Seoul. Copies of complete invita-

tion to bid with specifications may be obtained from Procurement Officer, Korean Embassy, 2322 Massachusetts Ave. NW., Washington 8, D.C.

Pakistan

Machinery required in manufacturing rubber hoses—2 in. size fluid/steam heated rubber extruding machine with cast iron steam jacketed straightway die head and right angle die head. Loan 100; worldwide. Maximum credit amount $3,338. Feb. 15. Darson Rubber Works, G.T. Rd., Wazirabad, West Pakistan. Cable Address: KHWAJA, Wazirabad.★

Peshawar grid station 10 mv.-a. transformers. Loan 29; worldwide. Ref. Ing. G.P.T./mm. Project 128. March 15. Water & Power Development Authority, Power Department, 1 Goulding Rd., Lahore, West Pakistan, c/o Societá Montecatini. Bids must be submitted under the title "Peshawar Grid Station 10 mv.-a. Transformers 66/11," and addressed: 2 copies, Water & Power Development Branch, The Pipals, Lower Mall, Lahore, Pakistan; 2 copies, Societá Montecatini, Settore Energia, ENPR, Largo G. Donegani 1-2, Milano 134, Italy.★

Turkey

Materials and equipment for Ankara distribution network (E.G.O. Administration). Loan 98; worldwide. Feb. 28. Ankara Elektrik Havagazi ve Otobus, Isletme Muessesesi, Umum Mudurluk Ankara. Copies of invitation may be obtained from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

Materials and equipment for Izmir Distribution Network (Eshot General Management). Loan 98; worldwide. Feb. 28, Eshot Umum Murdurlugu, Izmir. Copies of invitation may be obtained from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.★

Rubber conveyors belting and belt vulcanizers, Ref. 40-EKD/3343; **ball and roller bearings,** 62-EKD/3349; underground **power transmission equipment,** 103-EKD/3358; **Armutcuk substation,** 103-EKD-3369, DLF (B-13); Caydamar substation. 103-EKD/3370. Loan 70; worldwide. Mar. 5. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained.★

Supply of **materials and equipment** for IETT Administration. Loan 98; worldwide. Feb. 21. General Management of Istanbul, IETT Administration, Metrohan, Beyoglu, Istanbul. Interested suppliers may obtain copies of invitation from Ebasco Services, Inc., 2 Rector St., New York 6, N.Y.

Yugoslavia

Plant laboratory equipment for Zagreb Plastics & Chemicals Project. Liquid nitrogen generator, X-8626. Loan 135; **U.S. source.** Feb. 5. Invest-Import, Terazije 5, Belgrade. Detailed specifications may be obtained from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.★

Switchgear, 380-volt. Requisition 2743-177-C. Loan 135; **U.S. source.** Ref. DLF 20. Feb. 9. Invest-Import, Teraziji 5, Belgrade. Detailed specifications may be obtained from Foster Wheeler Corp., 666 Fifth Ave., New York 19, N.Y., Attention R. F. Lunger.

Agent Representation Abroad A Good Sales Promotion Tool

The U.S. Embassy, Athens, Greece, has suggested the increased use of manufacturers' agents as a sales promotion tool applicable to Greece and other small countries.

Since the inauguration of the U.S. export expansion program emphasis has been placed on getting American manufacturers interested in export trade. It is suggested that many of the export-inhibiting factors might be overcome in part by extending and refining the use abroad of the manufacturers' agents system—American sales and technical representatives who could cover a designated geographic area for several U.S. manufacturers.

In this way U.S. firms could enjoy the many advantages of being represented abroad by American sales and service supervisors without the burdensome expense of maintaining exclusive representatives.

One of the principal advantages of this type of representation is the possibility it offers for strengthening personal contacts between U.S. exporters and their foreign distributors, sales agents, and customers. In Greece, this personal factor plays, perhaps, an even greater role than in the United States.

For this reason, the Embassy further recommends that U.S. businessmen seek to improve their relationships with local representatives through frequent visits of sales and technical personnel. These visits also enhance the competitive position of the American product by giving potential customers at least a tacit assurance that the U.S. firm will stand behind its product.

Local experience suggests that an American manufacturers' agent based in Athens, and perhaps covering Turkey and other nearby countries, could adequately represent several U.S. manufacturers of related (but noncompetitive) commodities.

American firms interested in securing an agent abroad are urged to get in touch with the nearest U.S. Department of Commerce Field Office for assistance in obtaining a Trade Contact Survey.

Company in Ceylon Invites Proposals on Machinery

The U.S. Embassy, Colombo, Ceylon, reports that Jafferjee Brothers of Colombo is exploring commercial possibilities of locally manufacturing several products that previously have been imported in considerable quantities.

The firm also wishes to correspond with U.S. manufacturers of related machinery to ascertain specifications, prices, and terms.

Jafferjee Brothers is interested in offers for the smallest economical plant for weaving rayon textiles and equipment to print four to five color combinations and to give a resin finish to about 2% of the fabrics to be manufactured.

These include satin, taffeta, various crepes and georgettes, muslins, shioze, and fujiette varying from 36 in. to 44 in. in width.

The firm plans to weave about one-half-million yards of rayon textiles at first, gradually increasing to about 6-million yards a year. It assumes the same looms can be utilized for manufacturing handkerchiefs. Jafferjee requires technical assistance to start this industry.

Jafferjee also wishes quotations on a small plant to manufacture plain sheet window glass in thicknesses of ¼ in., 3/16 in., ⅛ in., and 1/16 in.; and figured glass for louvres in ⅛ in. and 3/16 in. thickness.

The firm is satisfied that silica sand and other raw materials are available from local sources. It proposes to combine this industry with the manufacture of glass bottles for aerated waters, liquors, milk, and cordials, and will require quotations from manufacturers of bottling equipment.

A third venture would require the smallest possible plant to make tablets from imported camphor powder.

Jafferjee has mentioned several other industries on which it would like quotations for equipment. These include a 10-ton ice plant, a small cold-storage plant, and the manufacture of nylon fishing nets, wire netting, welded fabrics, hairpins and clips, scales and balances, cooking stoves, drinking straws, and crown corks and a printing plant to decorate them.

In some cases Jafferjee would manufacture from raw materials; in others it would assemble from imported parts and is interested in a joint venture providing technical advice. It would also be interested in a "packaged plant" proposal. If such offers do not materialize, the firm is prepared to purchase equipment separately for its own account.

The firm now manufactures mechanized fishing vessels, barbed wire, finished

(See Company, page 122)

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

A list of proposed building projects announced in 1961 is available on loan from the above-mentioned address.

ARGENTINA—Depending on technical and feasibility studies, a $160-million AID loan may soon be granted for execution of Argentina's **airport development plan.** (See FCW, June 5, 1961, p. 10.) Air Secretariat, Buenos Aires.

AUSTRALIA—Ministry of Civil Aviation announced engineering work to start on establishment of two new VHF **radio stations.** Cost estimated at £250,000 (£1=$2.25).

BRAZIL—A 4-year plan to **improve dock facilities** of port of Santos announced by Federal Ministry of Transport and Public Works. Improvements to include drainage and deepening of channel and port approaches, construction of 3,000-ft. dock, warehouses, and silos, cold storage facilities, and expansion of oil loading facilities. Financing expected through Export-Import, the Port Fund, and Compania Docas de Santos, avenue Rio Branco 135, 4° andar, Rio de Janeiro.

Pirelli Sapsa S.p.A., Viale Rimembranze 12, Sesto San Giovanni (Milan Prov.), to build **factory** for general rubber goods at Santo Amaro, near São Paulo.

DuPont do Brazil reportedly to build **plant for manufacturing diphenylamine,** a chemical raw material. Establishment of titanium dioxide plant also proposed.

BURMA—Firms contracting for establishment of **condensed milk factory** include Beatrice Foods, 120 S. La Salle St., Chicago 6, Ill. Plant construction to start soon.

GERMANY—Utilizing Marseille-Karlsruhe pipeline, construction of **oil refineries** proposed by following firms:

Esso to build 3.5-million-ton refinery at Ingoldstadt. (See FCW, Sept. 18, 1961, p. 24.)

Gelsenberg Benzin AG, 6 Johannastrasse, Gelsenkirchen-Horst, and Mobil Oil AG, 1 Steinstrasse, Hamburg, to build refinery near Karlsruhe with 2-million-ton annual capacity. (See FCW, Nov. 27, 1961, p. 12.)

Wintershall AG and Ohio Oil Co., Findley, Ohio, to construct 2-million-ton refinery near Mannheim. (See FCW, Nov. 27, 1961, p. 12.)

Raffinage *DEA*-Scholven G.m.b.H. to erect 2-2.5-million-ton capacity refinery near Karlsruhe.

ISRAEL—Engineering design and construction supervision of $3-million **carbon black plant,** part of petrochemical complex sponsored by Petrochemical Enterprises, Ltd., Haifa, have been contracted with United Carbon Corp., P.O. Box 1503, Houston 1, Tex.

ITALY—Cementir Co., a member of Instituto per la Ricostruzione Industriale, 86 Via Vittorio Veneto, Rome (IRI), the Italian Government holding company, to construct large **cement plant** at Taranto.

MALAYA—Stramit Board Pty., Ltd., Welshpool Rd., Welshpool, Western Australia, negotiating for **industrial site** at Alor Star to manufacture compressed rice-straw slabs.

MALI—Seabord Enterprises, Inc., 375 Park Ave., New York 22, N.Y., considering establishing **cigarette factory** in Bamako.

MEXICO—Petroleos Mexicanos (PEMEX) soon to construct large **oil refinery** at Rosarito, B. Cfa. Plans also call for submarine pipeline to discharge crude oil and distribute pipelines from Rosarito to Tijuana and Mexicali.★

NIGERIA—Alcan Aluminum of Nigeria Ltd., subsidiary of Aluminum Ltd., 1155 Metcalfe St., Montreal, Canada, soon to begin construction of £1.5-million (£1=$2.80) **aluminum rolling mill** at Port Harcourt. Initial annual capacity set at 5,000 tons of aluminum sheets.

PAKISTAN—A $17-million International Development Association (IDA) loan expected to pave the way for **soil reclamation projects** to be undertaken in Khairpur and Gaja areas by West Pakistan Water and Power Development Authority (WAPDA), Lahore.

PARAGUAY—Joaquin Grau S.A., Calle Guillermo Arias y de Los Llanos, Asunción, **cotton textile manufacturer,** to use 10-million guaraníes (126 guaraníes=$1) Banco Nacional de Fomento loan to expand existing facilities.

PERU—Government considering plan prepared by Christiani-Nielsen, 41 Vester Farimagsgade, Copenhagen, Denmark, for connecting San Lorenzo Island with mainland at Callao by means of **bridge and causeway.**

PHILIPPINES—Victorias Milling Co. reportedly considering establishment of **bagasse-paper plant.** U.S. suppliers of equipment may find it useful to make early contact with Carlos Locsin, Victorias, Negros Occidental, P.I.

International bids to be invited this year by Manila Harbor Development authorities for **slipway** and **shop for dredges.** Facilities to be erected at North Harbor at cost of $1 million, World Bank financed. Consultant is Michael Baker, Jr., Inc., 115 Shields St., Rochester, Pa.

PORTUGAL—Administração dos Portos do Douro e Leixões (Administrative Board of Ports of Douro and Leixões) soon to invite bids for construction of three **quays** for docking of small sardine fishing boats. Cost of project estimated at 62,000 contos ($2,170,000). Further information and drawing of proposed project available.★

REPUBLIC OF SOUTH AFRICA—Government plans construction of 38-million-rand (1 rand=$1.40) **dam** at Pongolapoort in northern Zululand. Size of dam to be 280 ft. high and 1,600 ft. long. Tenders to be let for some construction equipment only, which will be advertised locally. Tenders to be made through The South African Tender Board, Assize Bldg., Corner Schoeman & Bosman Sts., Pretoria. (See FCW, July 31, 1961, p. 26.)

Ministry of Transport, Transport Bldg., Fountain Lane, Pretoria, announced plans of South African Railways to spend about 70 million rands next year for **development and improvement projects,** including purchase of 122 electric locomotives. Other projects call for building new lines and improvement of existing facilities.

SINGAPORE—Construction of **steel wharf** planned in Jurong industrial area. Total length of first phase to be 8,400 ft., built as need arises during next few years. Cost set at M$30-M$40 (M$3.03-U.S. $1). U.S. consulting firms to be asked to advise on type of imported steel piling (both sheet and load) to be used. Write to R. A. Sandford, Chief Engineer, Fullerton Bldg., Singapore.

TURKEY—Wyeth International Ltd., Inc., P.O. Box 8299, Philadelphia 1, Pa., proceeding with plans for **factory** to produce infant feeding formula and other pharmaceutical and chemical products.

VIET-NAM—Plans of Viet-Nam American Dairies S.A.R.L. to construct **sweetened condensed milk plant** under consideration. Plant to be located on the Saigon–Bien Hoa Highway.★

Iran's dried apricot exports in 1960-61 totaled only 3,700 tons, the Foreign Agricultue Service reports.

Sudan To Ask Bids On Relay Equipment

The Government of the Sudan is planning major additions to its railway equipment and rolling stock over the next 7 years. Total amount to be spent will be about S£13.3 million (S£1= US$2.87).

The major part of these purchases, to the value of S£7.7 million, will be made during the next 2 years. It is expected that International tenders for this purpose are expected to be issued shortly.

Among items which will be needed are 77 diesel-electric locomotives, mostly in the 2,000 hp. class; 14 diesel shunting locomotives; 4,000 automatic couplers; 1,000 goods wagons; 240 oil tank wagons; 190 livestock wagons; 150 coaches; 70,000 tons of steel rails; 4,000 tons of building iron and steel; and miscellaneous equipment, including signaling devices, telecommunications equipment, and spare parts.

Invitations to bid on the supply of railway equipment will be published as soon as they are received from Khartoum. However, interested firms may also write to the Controller of Stores, Sudan Government Railways, Atbara, Sudan, for further information.

The willingness of suppliers to provide favorable credit terms will be an important factor influencing the decisions of the Sudanese authorities.

Sales Abroad May Increase By Quoting C.I.F. Prices

U.S. exporters may be able to increase their sales abroad by merely quoting c.i.f. rather than f.o.b. or ex-factory prices. Most European firms quote c.i.f. prices, so American offers must be in c.i.f. terms to allow the importer to make comparison of prices.

The U.S. Consulate at Curaçao, in the Netherlands Antilles, reports that some Antillean importers do not even consider American offers, because they do not have the information they need to derive the c.i.f. from the f.o.b. price. This is most often the case when the f.o.b. price is quoted from an inland point or when the port is one from which ships do not sail directly to the Netherlands Antilles. In this case the buyer will not know the inland rates and will not be able to obtain them in Curaçao. Moreover, when an importer is comparing lists of prices for a large number of small items—canned goods, for instance, or clothing—f.o.b. prices are inconvenient even if the freight rates are known.

Although it may be inconvenient for some firms to quote their prices in c.i.f. terms, it is likely that the extra effort would pay off in increased sales, especially in those areas, such as the Americas and East Asia, where the cost of shipping from the United States is likely to be lower than the cost of shipping from Europe.

Revised Reference Book For Caribbean Available

The West Indies and Caribbean Yearbook—1962, 33d edition, is now available.

This 980-page commercial directory and handbook is divided into 27 geographic sections, each covering an island, group of islands, or country in the Caribbean area. A variety of information is provided, including history, geography, government, resources, industries, public services, communications, transportation, trade, banking and finance, and educational and medical facilities. Each geographic section contains a map, visitors' guide, and classified listing of commercial firms, organizations, and professional men.

Other sections, covering the area as a whole, list newspapers, periodicals, radio and television stations, and supply information on steamship companies, airlines, travel agents, postal services, and telecommunication rates. British, Canadian, and U.S. firms that trade with the area are listed under classified headings.

The directory is published by Thomas Skinner & Co., Ltd., Gresham House, Old Broad St., London, E.C.2, England. Copies may be purchased for $11 postpaid from the publisher's branch office at 111 Broadway, New York 6, N.Y. A review copy is available in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

New Firm in Ghana's Capital To Be Cocoa Buying Agent

A new company, K. Harrison & Co., is being formed in Ghana to act as buying agents for U.S. firms who want to purchase cocoa there.

Formation of the firm is in line with the reorganization of cocoa marketing whereby the Cocoa Marketing Co. (Ghana), Ltd., Accra, has taken over all the functions formerly exercised by the Cocoa Marketing Co., London.

Under this system, cocoa marketed in the United States must be sold through agents established in Accra.

K. Harrison & Co., P.O. Box 3413, Accra, also expects to take over some of the agencies formerly held by other firms and will be working in conjunction with Anglo-American Development, Ltd., Accra.

Market for U.S. Consumer Goods Surveyed in Japan

The U.S. Consulate in Nagoya recently surveyed leading department stores in that city and in the central part of the country to determine market potential for U.S. consumer goods.

U.S. goods which Japanese store managements cited as offering the best sales possibilities include foodstuffs, alcoholic beverages, sundry goods and accessories, sporting goods (particularly golf equipment and firearms), toys, office supplies and equipment, and women's and children's clothing.

Although the survey was limited to central Japan it may be considered of general interest because of the homogeneity of the Japanese market.

The 12 central Japan department stores grossed $67.8 million in the first 8 months of 1961. This represents 14% of the national gross department store sales; imported goods accounted for less than 3% of this figure.

One of the factors cited by store buyers as contributing to the considerable price mark-up of U.S. goods is the reluctance of major importers to handle relatively small orders. There is a definite interest in streamlining the distribution channels to avoid unnecessary handling and mark-ups by small import and wholesale firms.

The Consulate believes U.S. merchandise suppliers might profitably explore the possibility of building business by means of direct export to fill group orders of several Japanese department stores.

Store managements also said joint sales programs with U.S. department stores or mail order houses appeared attractive. Nagoya store managers visualized the establishment of separate floor areas under the name of a U.S. company, for sale of merchandise supplied on consignment.

A list of major department stores in the Nagoya district may be obtained from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

investment in
AUSTRALIA
75 cents
Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

200 Food

Australia

Canned goods, all commodities. Harrisons Ramsay Pty., Ltd. (importing distributor), 4 Bank Place, Melbourne, Victoria. WTD 1/9/61.

Ceylon

Tinned and other foodstuffs. Jonaliver & Co. (importer, retailer, wholesaler, exporter), 26 Reclamation Rd., Colombo. WTD 4/27/60.

Kenya

Food products. Direct purchase and exclusive agency. International Products, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2191, Nairobi. WTD 12/11/61.

South Africa

All kinds of **packaged foods;** whole grain rice up to 25% broken. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts. (P.O. Box 74), Cape Town. WTD 12/13/61.

201 Meats

Germany

Canned meat in 7 and 14 oz. cans. Direct purchase and agency. Parma Handelsgesellschaft mbH (importing distributor), 10 Schillerstr., Frankfurt/Main. WTD 10/18/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruits and vegetables in Nos. 2, 2½, 1 tall and 10 cans. Direct purchase and agency. Parma Handelsgesellschaft mbH (importing distributor), 10 Schillerstr., Frankfurt/Main. WTD 10/18/61.

Norway

Nuts, shelled and packaged, especially almonds. Direct purchase and agency. Bruseth & Co. A/S (importing distributor, wholesaler, manufacturer's agent), 4 Nedre Slottsgate, Oslo. WTD 9/27/61.

205 Bakery Products

England

Quality novelty **cocktail biscuits** for gift items. The George Austin Organisation, Ltd. (creative designer), Alric House, 33 Coombe Rd., New Malden, Surrey. WTD 12/28/61. Catalogue.★

220 Textile Mill Products

Australia

Cotton dress materials and furnishing fabrics. Harrisons Ramsay Pty., Ltd. (importing distributor), 4 Bank Place, Melbourne, Victoria. WTD 1/9/61.

Burma

All kinds of **cotton textiles, rayon piece goods, nylon fabrics, wool suitings, mixed and synthetic fabrics.** Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

France

New **cotton hosiery cuttings** assorted in separate colors and **rayon linings** in plain colors. Holfra, S.A.R.L. (importer, manufacturer), 1 rue Bourdaloue, Paris 9. WTD 8/6/60.

Rhodesia and Nyasaland

Dressing gown materials, tie silks, and **swimwear materials.** Robin Tie Manufacturers (Pvt.), Ltd. (manufacturer), P.O. Box 1750, Bulawayo, Southern Rhodesia. WTD 12/27/61.

Singapore

Suitings, 100% synthetics, blended synthetics, synthetics and wool, 58/60 in. wide. N. S. Isaac & Sons (importer, exporter, wholesaler, sales agent), P.O. Box 706. WTD 8/31/60.

221 Broad Woven Fabric Mills, Cotton

Australia

Printed dimity voiles. George Morgan & Co. Pty., Ltd. (commission agent, importer), 209 Clarence St., Sydney. WTD 7/17/53.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Belgium

Plain or printed nylon fabrics, such as marquisette, lace, net, tulle, mesh, marquisette satin checks, horsehair, and reinforcing for cuffs and collars for manufacture of ladies' and girls' lingerie. R. Van De Putte & Co., pvba (manufacturer), 21 Blankenbergstraat, Ghent. WTD 12/22/61.

225 Knitwear

Germany

Ladies' sweaters and underwear. Direct purchase and agency. Hategе Handels- und Textilegesellschaft Griesser & Co. (importer, wholesaler, manufacturer's agent), 10 Schulstr., Konstanz a. Bodensee. WTD 11/30/61.

233 Women's, Misses', Juniors' Outerwear

Germany

Ladies' dresses. Direct purchase and agency. Hategе Handels-und Textilegesellschaft Griesser & Co. (importer, wholesaler, manufacturer's agent), 10 Schulstr., Konstanz a. Bodensee. WTD 11/30/61.

Netherlands

Ladies' dresses and coats, high quality. N. V. Modehuis Strater (importing distributor), 179-81 Kalverstraat, Amsterdam, C. WTD 12/8/61.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies' underwear. Direct purchase and agency. Hategе Handels-und Textilegesellschaft Griesser & Co. (importer, wholesaler, manufacturer's agent), 10 Schulstr., Konstanz a. Bodensee. WTD 11/30/61.

238 Miscellaneous Apparel, Accessories

Germany

Ladies' printed scarfs made of cotton, silk, or wool. Direct purchase and agency. Hatege Handels-und Textilegesellschaft Griesser & Co. (importer, wholesaler, manufacturer's agent), 10 Schulstr., Konstanz a. Bodensee. WTD 11/30/61.

242 Sawmills, Planing Mills

Australia

Sawn timber. Harrisons Ramsay Pty., Ltd. (importing distributor), 4 Bank Place, Melbourne, Victoria. WTD 1/9/61.

251 Household Furniture

Netherlands Antilles

All kinds of home **furniture**, medium and low priced. Direct purchase and agency for Aruba only. Warenhuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/60.

260 Paper

Burma

Exercise tablets, strawboards, woodfree boxboards, creamlaid papers, decorating papers, cellophane papers, newsprint. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

France

Special papers for transformers, printers, publicity, cardboard articles, industrial and photographic uses, of special resistance, tinted for dyers, **chemically resistant, specially treated, filtering.** Direct purchase and agency. Papeteries de Ruyscher, S.A. (manufacturer, wholesaler, importer), 7 & 9 rue Cambronne, Paris 15. WTD 4/6/60.

264 Converted Paper, Paperboard Products

France

Special packagings for eggs, egg cartons. Direct purchase and agency. Gault & Fremont, S.A. (manufacturer, trader, importer), 25 rue de Bordeaux, Tours (Indre-et-Loire). WTD 11/21/60.

Egg cartons, paper bags, cellophane and polyethylene bags, special packaging for eggs. Direct purchase and agency. Société des Emballages Moules (manufacturer), 4 avenue Verdier, Montrouge (Seine). WTD 11/21/60.

265 Paperboard Containers, Boxes

France

Setup, folding **boxes**, corrugated **shipping containers**, sanitary **food containers**, fiber **cans** and **tubes.** Direct purchase and agency. Société des Emballages Moules (manufacturer), 4 avenue Verdier, Montrouge (Seine). WTD 11/21/60.

Special packagings for eggs, setup, folding **boxes.** Direct purchase and agency. Gault & Fremont, S.A. (manufacturer, trader, importer), 25 rue de Bordeaux, Tours (Indre-et-Loire). WTD 11/21/60.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

281 Industrial Chemicals

Australia

Industrial chemicals, particularly those used in the rubber, plastics, and paint industries. Harrisons Ramsay Pty., Ltd. (importing distributor), 4 Bank Place, Melbourne, Victoria. WTD 1/9/61.

Netherlands Antilles

Sulfuric acid for automobile batteries, preferably in 5 gal. plastic containers. Direct purchase and agency for Curaçao. Caribbean Motors Co., Inc. (importer, retailer), 217 Schottegatweg Oost, Curaçao. WTD 9/6/61.

Philippines

Rutile nonchalking **titanium dioxide.** H. G. Henares & Sons, Inc. (paint manufacturer), 2511 Aurora, Pasay City. WTD 9/27/61.

282 Plastics, Synthetic Resins, Rubber, Other Manmade Fibers

India

PVC compounds for manufacture of PVC insulated cables and wires; quality Indian standard specification 694/1955 or British standard specification 2004; 200 tons every 6 months. Indian Cable Industries (manufacturer, exporter, importer), Bombay-Poona Rd., Pimpri (Poona District), Maharashtra. WTD 12/27/61.

283 Drugs

Ceylon

Pharmaceuticals. Jonaliver & Co. (importer, retailer, wholesaler, exporter), 26 Reclamation Rd., Colombo. WTD 4/27/60.

Kenya

Pharmaceuticals and patent medicines. Direct purchase and exclusive agency. International Products Ltd. (importing distributor, manufacturer's agent), P.O. Box 2191, Nairobi. WTD 12/11/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Burma

All kinds of **toilet requisites,** such as cosmetics, creams, lipsticks, perfumes, hair removers, shampoo. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

Kenya

Cosmetics. Direct purchase and exclusive agency. International Products Ltd. (importing distributor, manufacturer's agent), P.O. Box 2191, Nairobi. WTD 12/11/61.

Southern Rhodesia

Cosmetics and toilet preparations. Pink Ice of Africa (Pvt.), Ltd. (importer, distributor), P.O. Box 501, Salisbury. WTD 12/28/61.

285 Paints, Varnishes, Lacquers, Enamels

Burma

Paints. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

287 Agricultural Chemicals

Australia

Monoammonium phosphate and muriate of potash for fertilizers. General Fertilisers Ltd. (manufacturer, importing distributor), Albert House, King George Square, Brisbane. WTD 11/21/60.

299 Miscellaneous Petroleum, Coal Products

Burma

Lubricating **motor oil** SAE 30, 40, 50. S. Y. Mohamed (importer, wholesaler,

Argentina Invites Tenders For Road, Ship Construction

Bids have been invited by an Argentine province for highway construction work and by an Argentine shipping line for construction and financing of 14 cargo vessels.

The Provincial Highway Bureau of La Pampa Province is inviting bids (Licitación Pública no. 13/61) for construction of foundation and paving surfaces on a stretch of highway about 37 kilometers long (segment "Bernasconi-Meridiano V" of National Highway no. 35). The budget for the work amounts to $856,273.

Bids should reach Dirección Provincial de Vialidad, Sarmiento 161, Santa Rosa, La Pampa, Argentina, by 5 p.m., January 30.

Specifications on this tender may be purchased for $12.08 a set from the indicated address or consulted at the following organizations: Camara Argentina de la Construcción, Avenida Paseo, Colon 823, Buenos Aires; Asociación Argentina de Carreteras, Venezuela 770, Buenos Aires.

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retailer, commission agent), 75 China St., Rangoon (P.O. Box 1508). WTD 12/18/61.

307 Miscellaneous Plastics Products

France

Plastic products in sheets for packagings, flexible plastic bottles, jars, tubes. Direct purchase and agency. Société des Emballages Moules (manufacturer), 4 Verdier, Montrouge (Seine). WTD 11/21/60.

Germany

Heat-resisting foam plastic for ironing machines (medium press pad slabs). Oskar Wiethuechter (manufacturer), 864 Bullrichstr., Heepen bei Bielefeld. WTD 6/14/61.

Netherlands Antilles

Plastic household articles. Direct purchase and agency for Aruba only. Warenjuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

South Africa

Plastic household articles. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

322 Glass, Glassware

Burma

Household glassware. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

Germany

Glass and gift articles. Harald Fels (wholesaler, importing distributor), 33 Eichendorffstr., Neuss a. Rhein. WTD 12/22/61.

Glass flower containers. Franz Schmitz (wholesaler, importing distributor), 66 Himmelgeister Landstr., Duesseldorf. WTD 12/22/61.

Netherlands Antilles

Glass household articles. Direct purchase and agency for Aruba only. Warenhuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

South Africa

Household glassware. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

326 Pottery

Burma

Porcelain and pottery articles for household use. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

Germany

Porcelain, ceramic articles and **gift articles.** Harald Fels (wholesaler, importing distributor), 33 Eichendorffstr., Neuss a. Rhein. WTD 12/22/61.

Ceramic, Pottery, other **flower containers.** Franz Schmitz (wholesaler, importing distributor), 66 Himmelgeister Landstr., Duesseldorf. WTD 12/22/61.

South Africa

Household crockery. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Leather backup rings and washers to following specifications: AN 6244, 6246, 6291, MS 28777. O/Ring Vertriebsgesellschaft Busak & Luyken (manufacturer's agent), Charlottenstr. 15, Stuttgart. WTD 11/21/60.

331 Steel Mill Products

Brazil

Silicon and selenium plates to be used as rectifiers in welding machines. Esebra-Eletrica-Solda-Eletronica Ltda. (importing manufacturer), rua Campos Salles 135, São Paulo. WTD 12/26/61.

Ecuador

Sheet iron, construction and angle iron. Sociédad Importadora Paramo (importing distributor), P.O. Box 262, Quito. WTD 12/27/61.

332 Iron and Steel Foundries

Ecuador

Iron water pipe and fittings. Sociédad Importadora Paramo (importing distributor), P.O. Box 262, Quito. WTD 12/27/61.

336 Nonferrous Foundries

Netherlands Antilles

Cast aluminum household articles. Direct purchase and agency for Aruba only. Warenjuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

South Africa

Cast aluminum housewares. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

Cast aluminum household articles. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

342 Cutlery, Hand Tools, General Hardware

Burma

Padlocks, butt hinges, builders' hardware, painters' tools, cutlery. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

Netherlands Antilles

Household articles, medium and low priced. Direct purchase and agency for Aruba only. Warenjuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

South Africa

Builders' and household hardware. Direct purchase and agency. Harold Webb (Pty.), Ltd. (importing distributor), Howard Place, Pinelands, Cape Town. WTD 12/19/61.

Household articles, such as cutlery, hand tools, nonelectric kitchenware. Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

343 Heating Apparatus, Plumbing Fixtures

Ecuador

Plumbing accessories. Sociédad Importadora Paramo (importing distributor), P.O. Box 262, Quito. WTD 12/27/61.

344 Fabricated Structural Metal Products

Burma

Iron and steel **building materials.** Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

346 Metal Stampings

Netherlands Antilles

Spun aluminum and stamped metal

household articles. Direct purchase and agency for Aruba only. Warenjuis van der Ree & La Victoria (Mauricio van der Ree) (importer, retailer), 22 Adriaan Lacle Blvd., Oranjestad, Aruba. WTD 12/4/61.

South Africa

Spun aluminum and stamped metal **household articles.** Gardener Williams & Co. (Pty.), Ltd. (importing distributor), c/o Buitencingle & Jamieson Sts., P.O. Box 74, Cape Town. WTD 12/13/61.

349 Miscellaneous Fabricated Metal Products

Germany

Slide valves, taps, governing valves from ¼ to 24 in. for extreme high pressure purposes for largest diameter stainless steel pipe for chemical industry, refineries, pipe lines. Direct purchase and agency. Gecos Armaturen GmbH (importer, wholesaler, manufacturer's agent). P.O. Box 3225, 97d Feldstr., Bielefeld. WTD 12/21/61.

352 Farm Machinery and Equipment

Chad

Irrigation equipment of all types; requests descriptive material and price catalogs. Bureau pour le Developpement de la Production Agricole, B.P. 745, Fort Lamy.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Wire saws for horizontal cutting of stone; wire length up to 600 ft., cutting width 60-80 ft. Deutsche Solvay-Werke GmbH (manufacturer), 4 Kelderstr., Solingen-Ohligs. WTD 7/29/55.

354 Metalworking Machinery, Equipment

Ceylon

Machinery to manufacture nonelectric cooking stoves. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Machinery to manufacture scales and balances; requests technical assistance. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Machinery to manufacture wire netting in the following sizes: ½ in. x 20G or 22G x 3 ft.; ½ in. x 20G x 6 ft.; 1 in. x 20G x 6 ft.; 1½ in. x 20G x 6 ft.; 2 in. x 20G x 6 ft.; 1 in. x 20G x 3 ft.; technical information requested. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Machinery to manufacture hairpins and hair clips. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Germany

New type of **press equipment** used in cutting tubes and pipes of 6 mm. wall thickness. Hermann Huehn (manufacturer), Postfach 9, Gevelsberg-Vogelsang. WTD 12/22/61.

Italy

Machine tools. Sidermeccanica SpA (manufacturer), Zona Industriale Strada VIII, P.O. Box 430, Catania. WTD 12/21/61.

Norway

Electric machine tools for metal and woodworking industries, such as grinders, polishing machines, metal plate cutters, screw drivers, hydraulic saws. Skarseth A/S (importing distributor), 51 Grenseveien, Oslo. WTD 12/15/61.

355 Special Industry Machinery

Ceylon

Nylon fishing net machinery for nets of following specifications: 210 denier; 2 to 30 plies; ⅜ to 14 in. mesh size; 13 to 325 mesh in width, 500 to 2,000 mesh in length; to produce right and left twist nets, single and double knot nets. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Automobile tire retreading machinery including molds, new or reconditioned. Auto & General Agencies (importing distributor), 14 Parsons Rd., Colombo. WTD 8/18/61.

Machinery to manufacture welded fabrics of following sizes: No. 6, 180 x 7 ft.; No. 7, 180 x 7 ft.; No. 8, 180 x 7 ft.; No. 9, 240 x 7 ft.; No. 10, 240 x 7 ft.; technical assistance may be required. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Machinery to manufacture drinking straws for smallest possible economical plant. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

Machinery to manufacture crown corks, **printing equipment** to decorate them. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

France

Cutting blocks (pads or boards) for use in boot and shoe factories for die cutting of leather with automatic or hydraulic presses; **articles** of good quality and special types of plastic material or other hard but resilient composition precluding bounce-back or double-cutting. Sizes preferred: length 90 cent.; width 45 cent.; thickness 25–30 mm. (2.95 ft. length; 1.47 ft. width; 1–1.18 in. thickness, approximately). Depot de Cuirs et crepins (Société D.C.C.) (wholesaler, sales, manufacturer's agent), 74 rue Belleville, Bordeaux, Gironde. WTD 3/30/55.

Philippines

Machinery, equipment, accessories for fire extinguisher manufacturing plant. Carabao, Inc. (manufacturer), 265 Jose Rizal Ave., Makati, Rizal. WTD 10/26/61.

356 General Industrial Machinery, Equipment

France

Package tying, sealing machines, automatic, hand-operated, such as box, crate, paper fasteners, wire stitchers, steel strapping machines, nail tackers, automatic label tackers, carton sealers; also staples, identification, antifilgerage seals. Ets. Beluche (wholesaler, retailer, importer), 135 Bd. Deodat-de-Severac, Toulouse, Haute-Garonne. WTD 12/15/61.

India

Galvanizing plant for galvanizing steel wires, 6 to 18 gage, to operate on a.c. current 400/440 v., 3 phase and 50 cycles; complete with pickling baths, coiling and uncoiling unit, electrically operated zinc galvanizing furnace, drying table, temperature regulating equipment, and wire takeup unit. Ganga Steel Rolling Mills (P.D.) & Co. (manufacturer, wholesaler), 52 Club Rd., Ludhiana, Punjab. WTD 9/21/61.

Uganda

Industrial machinery to develop small-scale industries. Dalwadi & Co. (manufacturer's representative, commission agent), P.O. Box 700, Jinja. WTD 11/27/61.

Bids for Mining Work Invited by Jordan

A Jordanian phosphate company has invited bids for carrying out mining operations at Ruseifa, about 10 miles north of Amman.

The work consists of excavation and transportation of 570,000 cubic meters (1 cubic meter=2,204.6 lb.) of raw phosphates and 1,490,000 cubic meters of steriles to the crushing plant receiving bunker or to the low-grade phosphate dumping stock. A monthly total excavation and transportation rate of 40,000 cubic meters is required. Bid deadline is Feb. 15.

Copies of the tender documents and specifications are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Additional copies are available from the Jordan Phosphates Mines Co., S.A., P.O. Box 30, Amman, at $14 a set. The tender number is 26/61.

India Requests Tenders For Five Barges

Bids have been invited by an Indian Government organization for supply of five nonpropelling barges of 100-ton capacity. Bid deadline is Feb. 14.

Copies of the tender form and specifications for this tender, PC/1348/56-57/20822, are available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Additional copies are available for $10.50 from the Controller of Purchases and Stores, Damodar Valley Corp., Anderson House, Calcutta.

358 Service Industry Machines

Ceylon

Ten-ton ice plant, cold storage plant. Jafferjee Bros. (Import Office) (importing distributor), 161 Prince St., Colombo 11. WTD 6/15/61.

362 Electrical Industrial Apparatus

England

Point of purchase battery and mains operated **electric motors** for use on showcards in window displays. The George Austin Organisation Ltd. (creative designer), Alric House, 33 Coombe Rd., New Malden, Surrey. WTD 12/28/61.

363 Household Appliances

South Africa

Small electric **household appliances,** 220 v., a.c., 60 cycle current. Electrical Accessories (Cape) (Pty.), Ltd. (importing distributor), 18 Loop St., P.O. Box 2515, Cape Town. WTD 12/13/61.

364 Electric Lighting, Wiring Equipment

South Africa

Table, floor lamps. Electrical Accessories (Cape) (Pty.), Ltd. (importing distributor), 18 Loop St., P.O. Box 2515, Cape Town. WTD 12/13/61.

367 Electronic Components, Accessories

Norway

Electronic components for automation, especially for chemical, paper and pulp industries, laboratories, heating control of buildings. Direct purchase and agency. Neco A/S (importing distributor, manufacturer's agent), Tollbodgaten 4, Oslo. WTD 12/14/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

Electronic laboratory apparatus, electro photometers, flame photometers, spectrometers, laboratory ovens. Direct purchase and agency. Dr. Taurke vorm. Dr. Goercki (wholesaler, manufacturer, exporter, retailer), 29 Saarbrueckerstr., Dortmund. WTD 12/15/61.

Syria

Mineral equipment, machinery for ore-dressing laboratory. Ministry of Industry, Damascus.

384 Surgical, Medical, Dental Instruments, Supplies

Norway

Substrata to cultivate microorganisms for use in hospital, scientific, food and health laboratories. Direct purchase and agency. A/S Substrat (importing distributor, producer), 8 Hauges vei, Tasen, Oslo. WTD 11/30/61.

391 Jewelry, Silverware, Plated Ware

South Africa

Stainless steel cutlery. American Swiss Watch Co., Ltd. (wholesaler, retailer, importer), 25 Parliament St., Cape Town. WTD 12/19/61.

393 Musical Instruments, Parts

Canada

Electronic organs for manufacture in United States, sale in Canada under name of Briscoe, retailing at $800, $1,000, and $1,200. Briscoe's Credit Jewelers, Briscoe Distributors (importer, wholesaler, retailer), 4849 Kingsway, Burnaby 1, B.C.

Norway

Musical instruments, such as guitars, electronic instruments, percussion instruments, wood and brass wind instruments. Ragnv. A. Hornaas (importing distributor, wholesaler, retailer), 43 Storgaten, Oslo. WTD 12/20/61.

394 Toys, Amusements, Sporting, Athletic Goods

Israel

Scientific toys and study aids, games, toys, hobbies. Direct purchase and agency. Jacob Botkovsky, Ltd. (Agencies and Distribution Dept.) (importer, wholesaler, agent, distributor), 116 Rothschild Blvd., Tel Aviv. WTD 1/18/60.

Italy

Massage, gymnasium apparatus. Palestra Salvarani (physiotherapy institute, gymnastic school), Via Pizzecolli 11, Ancona. WTD 11/21/60.

395 Pens, Pencils, Other Office, Artists' Materials

Burma

Pencils, stamp pads, punches, staplers, sharpeners, penholders, desk calendar holders. Haroon Abdul Karim Co. (importer, retailer, wholesaler, commission agent, sales agent), 94 Edward St., Rangoon. WTD 6/15/60.

Ceylon

Ball point pens, refills, fountain pen nibs. Jonaliver & Co. (importer, retailer, wholesaler, exporter), 26 Reclamation Rd., Colombo. WTD 4/27/60.

396 Costume Jewelry, Novelties, Buttons

South Africa

Costume jewelry of all types. American Swiss Watch Co., Ltd. (wholesaler, retailer, importer), 25 Parliament St., Cape Town. WTD 12/19/61.

505 Raw Material Farm Products

France

Animal hairs for spinning, such as seal, muskrat, beaver, ragondeen, rabbit hair. Achille Bayart & Cie. (manufacturer), 10 rue de la Poste, Roubaix (Nord). WTD 12/21/60.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Venezuela

Rice, corn, wheat, potatoes. Procsa-Compania de Promoción Comercial S.A. (manufacturer's agent), Edificio Isabel, Calle La Quinta, Quinta Crespo, Caracas (Aptdo. 5306 Este). WTD 12/6/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruit, vegetables. J. Darfeld & Co. (manufacturer's agent), 1 Urfelderstr., Koeln-Raderthal. WTD 12/19/61.

204 Grain Mill Products

Greece

Soya feeds. General agency for Greece or part thereof. Apostolos & Basil Harizanis (sales and manufacturer's agent), 7 L. Sophou St., Thessaloniki. WTD 11/20/60.

220 Textile Mill Products

Kenya

Textiles. Tanna Co. (manufacturer's representative), P.O. Box 1020, Mombasa. WTD 12/19/61.

New Zealand

Cotton and synthetic dress goods, furnishing fabrics, other **textiles.** Ed. A. Keller & Co. (N.Z.), Ltd. (Manufacturer's agent), P. O. Box 5475 (Regent Theatre Bldg.), Auckland. WTD 12/21/61.

Federation of Rhodesia and Nyasaland

Printed and flocked nylon, glazed cottons, general textiles. Noor Agencies (manufacturer's representative, distribu-

tor), P.O. Box 525, Limbe, Nyasaland. WTD 11/28/61.

Uganda

Textiles of all kinds, especially 100% cotton; **furnishing fabrics.** M. S. Jaffer (manufacturer's representative, commission agent), P.O. Box 3694, Kampala. WTD 12/13/61.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Norway

Synthetic fiber fabrics (heat set) for coating with plastics, for manufacture of tarpaulins. Chr. Lonning (manufacturer's agent), 2 Prinsensgate, Oslo. WTD 4/25/61.

225 Knitwear

Uganda

Men's pullovers. M. S. Jaffer (manufacturer's representative, commission agent), P.O. Box 3694, Kampala. WTD 12/13/61.

230 Apparel

Federation of Rhodesia and Nyasaland

Secondhand clothing. Noor Agencies (manufacturer's representative, distributor), P.O. Box 525, Limbe, Nyasaland. WTD 11/28/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Federation of Rhodesia and Nyasaland

Men's shirts. Noor Agencies (Manufacturer's representative, distributor), P.O. Box 525, Limbe, Nyasaland. WTD 11/28/61.

Uganda

Men's shirts. M. S. Jaffer (manufacturer's representative, commission agent), P.O. Box 3694, Kampala. WTD 12/13/61.

234 Women's, Misses', Children's, Infants' Undergarments

Uganda

Ladies' underwear. M. S. Jaffer (manufacturer's representative, commission agent), P.O. Box 3694, Kampala. WTD 12/13/61.

239 Miscellaneous Fabricated Textile Products

Venezuela

Babies', children's coverlets, sheets, diapers, diaper bags. Comercial Niotazo, C.A. (importing distributor, manufacturer's agent) (Optdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

280 Chemicals

France

All types of **raw materials** for manufacture of paints, varnishes, rubber, plastics. Lamotte & Coiffard (manufacturer, importing distributor), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 10/23/61. List in Frence of items handled.★

Germany

Glycobiarsol, bismuth glycol arsanilate. Bruno Gosch (manufacturer's agent, broker), Grosse Bleichen 30, Hamburg 36. WTD 9/13/61.

Italy

Chemical products for soap, detergent, varnish, plastic industries. MI.ME.CH. (importing distributor), Via Durini 17, Milan. WTD 12/28/61.

Norway

Chemicals, raw materials for rubber industry (except carbon black), such as curing agents, accelerators, retarders; **synthetic rubber** for tires and technical purposes. Solberg & Andersen A/S (importing distributor, manufacturer's agent), 5 Hansteensgate, Oslo. WTD 11/27/61.

South Africa

Chemicals for use in paint industry. Prominent Sales Organization (manufacturer's representative), P.O. Box 10711, Johannesburg, WTD 12/15/61.

281 Industrial Chemicals

South Africa

Industrial chemicals. B. Owen Jones Ltd. (importer, wholesaler, retailer, exporter, agent), P.O. Box 68, Johannesburg. WTD 12/19/61. List.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Italy

Fingernail polish. La Ducale (manufacturer), Via Emilia Est., Parma. WTD 11/21/60.

299 Miscellaneous Petroleum, Coal Products

France

New **cutting lubricants.** Exclusive agency with financial responsibility. M. Schmeder, S.A. (manufacturer, importer, exporter, wholesaler), 1 rue du Planty, St-Ouen (Seine). WTD 11/21/60.

306 Fabricated Rubber Products

Italy

New formula **flooring products** (asphalt, vinyl tile not desired) for residences; highly resistant to corrosion by chemical reagents and cigarette burns; **material** for subway staircases, platforms. Agency for all Italy. Giovanni Lala Commeno (manufacturer's agent, installer), Via XXIV Maggio 7, Rome. WTD 11/21/60.

307 Miscellaneous Plastics Products

Italy

Plastic door and window frames for low-cost houses. Agency for all Italy. Giovanni Lala Commeno (manufacturer's agent), Via XXIV Maggio 7, Rome. WTD 11/21/60.

South Africa

Plastic sheetings for use in manufacture of ladies' handbags, toilet bags, travel cases. H. Caspari (manufacturer's agent), 73a Loop St., Cape Town. WTD 12/14/61.

Venezuela

Plastic articles for feeding infants, children. Comerical Niotazo. C.S. (importing distributor, manufacturer's agent) (Aptdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

311 Leather Tanning, Finishing

France

Tanned hides and skins for shoes handbags. Peausseries & Megisseries du Tarn (wholesaler, importer, sales agent), 44 bis, rue Lucien-Sampaix, Paris 10. WTD 3/10/60.

326 Pottery

Venezuela

Porcelain articles for feeding infants, children. Comercial Niotazo, C.A. (importing distributor, manufacturer's agent), (Aptdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

Giftware including crystalware, earthenware, ceramics. Comercial Niotazo, C. A. (importing distributor, manufacturer's agent) (Aptdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

331 Steel Mill Products

Italy

Common and special steel. MI.ME.CH. (importing distributor), Via Durini 17, Milan. WTD 12/28/61.

South Africa

Stainless steel sheets, coils, bars. Prominent Sales Organization (manufacturer's representative), P.O. Box 10711, Johannesburg. WTD 12/15/61.

343 Heating Apparatus, Plumbing Fixtures

Germany

Industrial and home oil burners. Erich Bergmann (manufacturer's agent), 69

Canal Construction Tenders Requested by Argentina

The Government of the Province of Mendoza, through its Bureau of Irrigation, has called for bids for the construction of Segment III of the General San Martín Canal on the Mendoza river. Budget allowed for the project amounts to 89,033,500 pesos ($1,072,692).

Specifications pertaining to this tender may be purchased at 3,000 pesos ($36.15) a set from Departamento General de Irrigación, Calle Bercala esq. Espana, Mendoza, Provincia de Mendoza.

Bids are to be presented to this address by 9 a.m., February 6.

Gutenbergstr., Duesseldorf-Grafenberg. WTD 12/22/61.

Complete domestic **gas heating systems,** including burners, controls, parts; complete commercial **air heating systems, parts.** Friedrich Golling & Co. oHG (manufacturer), 39a Hardtstr., Karlsruhe, Baden 1. WTD 7/29/61.

351 Engines, Turbines

Ceylon

Outboard motors. Auto & General Agencies (importing distributor), 14 Parsons Rd., Colombo. WTD 8/18/61.

354 Metalworking Machinery, Equipment

France

Machine tools for precision instruments, plastic matters, paper and cardboard making machines. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

Machine tools for metal cutting, grinding; medium size. Exclusive agency with financial responsibility. M. Schmeder, S.A. (manufacturer, exporter, wholesaler), 1 rue du Planty, St.-Ouen (Seine). WTD 11/21/60.

Norway

Shipyard equipment, such as descaling tools, riveting, spot welding, shot blasting equipment, related products. Form-Teknisk A/S (importing distributor, manufacturer's agent), 15 Kirkegaten, Oslo. WTD 12/21/61.

Venezuela

Small **metalworking machinery, workshop equipment.** P. J. Collins (importing distributor, manufacturer's agent, manufacturer, commission merchant), Edificio Collins, Miguelacho a Misericordia 29, Caracas (Aptdo. 9163 Candelaria). WTD 11/22/61.

355 Special Industry Machinery

France

Dosing pumps and new types of **equipment** especially designed for chemical industries. Ateliers Julien & Cie., S.A. (manufacturer, wholesaler, retailer, importer, commission agent), 8 rue Jean-Goujon, Paris 8. WTD 8/5/60.

Philippines

Paring machinery to remove black material around inner shell of coconuts. G. A. Machineries, Inc. (importing distributor, manufacturer's agent, manufacturer, exporter), Valenzuela, Polo, Bulacan, P.O. Box 3161, Manila. WTD 5/10/61.

Venezuela

Small **woodworking machinery, workshop equipment.** P. J. Collins (importing distributor, manufacturer's agent, manufacturer, commission merchant), Edificio Collins, Miguelacho a Misericordia 29, Caracas (Aptdo. 9163 Candelaria). WTD 11/22/61.

Argentine Shipping Line Wants Vessels

The Argentine state-owned shipping line, Empresa Lineas Marítimas Argentinas, is calling for bids (Licitación Pública no. 2/62) for construction and financing of 11 cargo vessels to be built in foreign countries and 3 to be built in Argentina.

Bids are due at the Empresa Lineas Marítimas Argentinas (E.L.M.A.), Departamento Licitaciónes y Compras, 25 de Mayo 459, 9 piso, Buenos Aires, by 4 p.m. March 20.

Copies of the documents and general terms on this tender may be purchased for $120.80 from the indicated address. The specifications in Spanish are available in the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

357 Office, Computing, Accounting Machines

Philippines

Shorthand typewriters. Fraisac Business Machines Corp. (importing distributor, manufacturer's agent, manufacturer), 102–3 ground floor, Trinity Bldg., San Luis St., Manila. WTD 7/21/61.

358 Service Industry Machines

Germany

Industrial, home **air conditioning equipment.** Erich Bergmann (manufacturer's agent), 69 Gutenbergstr., Duesseldorf/Grafenberg. WTD 12/22/61.

364 Electric Lighting, Wiring Equipment

Venezuela

Babies', children's lamps. Comercial Niotazo, C.S. (importing distributor, manufacturer's agent) (Aptdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

365 Radio, Television Receiving Sets

Federation of Rhodesia and Nyasaland

Radios. Noor Agencies (manufacturer's representative, distributor), P.O. Box 525, Lime, Nyasaland. WTD 11/28/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Philippines

Steam operated **water distilling apparatus** for use by pharmaceutical manufacturers. G. A. Machineries (importing distributor, manufacturer's agent, manufacturer, exporter), Valenzuela, Polo, Bulacan, P.O. Box 3161, Manila. WTD 5/10/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

France

Measuring apparatus for physical, electronic laboratories. Sofranic, S.A.R.L. (importer, distributor), 35 rue Tronchet, Paris 8. WTD 4/27/60.

384 Surgical, Medical, Dental Instruments, Supplies

Ceylon

Surgical instruments, dressings. Auto & General Agencies (importing distributor), 14 Parsons Rd., Colombo. WTD 8/18/61.

386 Photographic Equipment, Supplies

France

Eight-mm. **movie cameras, projectors, slide projectors,** similar **equipment** for amateurs. Consortium Photo, S.A. (wholesaler, importer, exclusive sales agent), 40 rue Condorcet, Paris 9. WTD 3/31/60.

394 Toys, Amusements, Sporting, Athletic Goods

Venezuela

All kinds of **toys,** especially dolls of textile material. Comercial Niotaza C.A. (importing distributor, manufacturer's agent) (Aptdo. 3592), Telares a Palo Negro 83, Caracas. WTD 11/28/61.

807 Medical, Dental Laboratories

South Africa

Formulas for microbiological control of cooling water systems, municipal systems, general industrial water handling; **formulas** for water stabilization in closed, recirculating, and once through systems. B. Owen Jones Ltd. (importer, wholesaler, retailer, exporter, agent), P.O. Box 68, Johannesburg. WTD 12/19/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

203 Dried, Dehydrated Fruits

Brazil

Dried bananas, first quality, 10 tons a month; also **Brazil nuts,** 100 tons a month and **cashews,** 5 tons a month. To be used in the chocolate, candy, and oil industries. Direct or through agents, in the entire United States or parts thereof. Anhanguera-Comercial, Exportadora e Importadora Ltda. (importer), Praca

Carlos Gomes 67, 13° andar, Conj. E. WTD 12/29/61.

208 Brandy, Wine, Spirits

France

Muscatel wine, white, "Appellation Controlee," in bottles of 75 centiliters. Direct or through agents. A. Gautier & Halbert (producer, exporter), Haute-Goulaine (Loire Atlantique). WTD 11/21/60.

209 Miscellaneous Food Products

Brazil

Black tea, 10 tons a month. First quality. Direct or through agents. Anhanguera-Comercial, Exportadora e Importadora Ltda. (importer), Praca Carlos Gomes 67, 13° andar, Conj.E. WTD 12/29/61.

221 Cotton Mills

Japan

Cotton wiping rags. Yamacho & Co., Ltd., Mitsui Bldg., 35 Nishmachi, Ikutaku, Kobe (Kobe Port P.O. Box 335). WTD 3/20/61.

225 Knittting Mills

France

Sock protectors, special patented slip-on article for use inside rubber boots by sportsmen and farmers. Made from supple and highly resistant skin, assuring full protection of socks and stockings; provide support, sweatproof and antislip. Various models and sizes. Calvignas Freres (manufacturer, wholesaler, exporter), 70 rue Huguerie, Bordeaux, Gironde. WTD 12/29/61. Pamphlets in French.★

229 Wool Scouring

Australia

Greasy Wool. Australian Wool Bureau types. Direct or through agent. Woolpackers Pty, Ltd., P.O. Box 33, Fremantle, Elder Bldg., Cliff St., W.A. WTD 8/29/61.

238 Leather Clothing

France

Ladies' **kid gloves,** classic and fancy de luxe articles of high quality. Large quantities. Direct sales preferred. Georges Morand (Manufacture de Gants de Peau, manufacturer, wholesaler, exporter), 28 avenue Vaillant-Courturier, Saint-Junien, Haute-Vienne. WTD 12/29/61.

Hong Kong

Raincoats, very famous Hong Kong make. M. Kirpalani & Co. (exporter, importer), 13 Wellington St., P.O. Box 1591. WTD 10/12/56.

243 Veneer, Plywood Plants

France

Veneers of various types for furniture, decoration, maritime, and aeronautic constructions. Direct or through agents. Société Elefant & Cie, S.A. (manufacturer, wholesaler, retailer, exporter), 118-22 rue de Lagny, Montreuil-sous-Bois (Seine). WTD 11/21/60.

314 Footwear

France

Ladies' fancy **slippers** for home use and other types of novelty **house footwear.** Also ladies' **shoes** of canvas and leather. Good quality. Large quantities. Etablissements Maurice Dubois (manufacturer), Boite Postale 85, Bordeaux, Gironde. WTD 10/26/55 (being revised), Photographs.★

317 Women's Handbags, Purses

Hong Kong

Ladies' beaded **handbags.** F. C. Monroe & Co. (importer, exporter, general merchants, manufacturers' representative), 64 French Bank Bldg., P.O. Box 2762. WTD 12/13/61.

329 Minerals, Ground, Otherwise Treated

Brazil

Pieces and fragments of Brazilian **rock crystals.** First quality, 300 kgs. a month, to be used by optical, electric, and electronic industries. Direct or through agents. Anhanguers-Comercial, Exportadora e Importadora Ltda. (importer), Praca Carlos Gomes 67, 13° andar Conj. E. WTD 12/29/61.

339 Iron, Steel Forgings

France

Proof coil, BBB, high test, anchor, and oil **field chains.** Direct or through agents. Davaine Fils & Cie, S.A.R.L. (manufacturer, trader). Head office: St-Amand (Nord); sales representative: Mr. Salks, Ardilliere par limours (Seine-et-Oise). WTD 11/21/60.

371 Motor Vehicles Parts, Accessories

France

Punched pieces or parts for automobiles, tractors, aeronautics, petroleum and mining equipment, also for public works, large gas or diesel motors. Direct or through agents. C. Demangel & Manestamp Reunis, S.A. (manufacturer), 34 rue de l'Abreuvoir, Charleville (Ardennes). WTD 10/31/61.

373 Boatbuilding

France

Wooden boats, small or medium size, sail or motor, for pleasure, sports, fishing. Constructed to order. Good quality. G. Bonnin Freres (boatbuilder, artisan worker), 47 boulevard Chanzy, Arcachon, Gironde. WTD 12/14/61.

384 Orthopedic Supplies

France

Automobile seat belts. Direct or through agents. Société Industrielle & Commerciale R. Marechal (S.I.C.M.A.), (manufacturer). Head office: route de Vouillon, Issoudun (Indre); administrative office: 7 avenue Bugeaud, Paris 16e. WTD 11/21/60.

391 Jewelry

Kenya

Ladies' **silver bangles.** Usual grade. Direct or through agents. Thakkars Oversea Agencies (manufacturer, exporter), P.O. Box 284, Mombasa. WTD 9/27/61.

396 Handicraft Novelties

Kenya

African **curios and similar novelties,** hand-carved under special supervision. No machine work. Polished and packed in bulk or gift parcels. Chandrakant Brothers (manufacturer, exporter), P.O. Box 5175, Nairobi. WTD 12/29/61.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

David Johnston-Bell, representing Bell Publications, Box 4850, G.P.O. Sydney, interested in joint venture or association with American publisher for production of **trade journals** in Australia. Feb. 5 via New York for 3 weeks; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, San Francisco, Philadelphia, and Chicago.

Belgium

Pierre Carton and Fernand Veulemans, representing Electronix, S.P.R.L., 26 avenue du Port, Brussels, interested in purchasing surplus **aeronautical radio and electronic equipment;** also possibly an agency for and/or licensing arrangement with American firm for manufacture in Belgium of **electronic spare parts.** Jan. 16 via New York for 1 month; c/o Belgian Consultate General, Rockefeller Plaza, New York, N.Y. Itinerary: New York, Chicago, Los Angeles, San Diego, Dallas, Houston, and Miami.

Ceylon

Salehbhoy Hussainbhoy Moosajee, representing Moosajees, Ltd., 34 Alston Place, Colombo, interested in sale of Ceylonese **minerals** (ilmenite, rutile, and zircon) in the United States. First week of February via New York for 2 weeks; c/o Tennant, Sons & Co. of New York, 100 Park Ave., New York 17, N.Y. Itinerary: New York, Chicago, Philadelphia, Washington (D.C.), San Francisco, and Los Angeles.

Germany

Wolfgang Bastian, representing Wolfgang Bastian, Alter Wall 12, Hamburg 11, interested in contacting exporters of **industrial commodities** and general importers. Feb. 10 via Houston or New Orleans for 4-days; c/o U.S. Department of Commerce Field Offices in cities on itinerary. Itinerary: Houston, New Orleans, and New York.

Germany

Klaus Schaefer, Prokurist, representing Otto Wolff, Abt. Ausland, 2 Zeughausstrasse, Koeln a. Rn., interested in selling **rolled iron and steel products** and in purchasing American **tubing, piping, and tinplate.** Also interested in contacting American steel importers on East Coast, Great Lakes, and Gulf of Mexico. Jan. 20 via New York for 3 weeks; c/o Germany-American Chamber of Commerce, 666 Fifth Ave., New York 19, N.Y. Itinerary: New York, Chicago, New Orleans, Houston, Philadelphia, and Baltimore.

Hong Hong

Chien Chu-Shu, representing China Development & Industrial (HK) Co., and South Pacific Shipbuilding Works, both located at Room 606, Wing On Life Building, Hong Kong, interested in purchasing secondhand **cargo vessels, tractors** and **parts;** also in selling Hong Kong made **pleasure boats.** Jan. 6 via New York for 6 months; c/o Arthur Schwartz, 521 Fifth Ave., New York 17, N.Y. Itinerary: Chicago, Miami, Los Angeles, and San Francisco.

Israel

Joseph Jacobson, general manager, The United Saran Plastic Corp. Ltd., Industrial Area, Rehovot, interested in discussing licensing arrangements, new processes, and know-how for **manmade fibers** (filaments) and **metal furniture.** Also seeks technical information on new developments in these fields. Jan. 15 via New York for 1 month; c/o Gotham Hotel, Fifth Ave. at 55th St., New York, N.Y. Itinerary: Baltimore, Midland (Mich.), Washington (D.C.), and possibly other cities.

Italy

Herman Rubin, representing Danex Trading, Via Amatore Sciesa 5, Milan, interested in purchasing **rainwear fabrics.** Was scheduled to arrive Jan. 14 via New York for 2 weeks; c/o Hotel Roosevelt, Madison Ave., & 45th St., New York, N.Y. Itinerary: New York.

Ivory Coast

Roger Bonamy, representing Cobafruit, B. P. 1550, Abidjan, interested in obtaining **cardboard** for banana boxes. To arrive early February via New Orleans for 2 weeks; c/o U.S. Department of Commerce Field Offices in New Orleans and New York. Itinerary: New Orleans and New York.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated December 1961 unless otherwise indicated.

American Firms, Subsidiaries, and Affiliates—Colombia.

American Firms, Subsidiaries, and Affiliates—Nicaragua.

Business Firms—Bahrain.

Business Firms—British Guiana. November 1961.

Cannery and Frozen Food Producers and Exporters—Algeria.

Cannery and Frozen Food Producers and Exporters—Morocco.

Clothing Manufacturers—Egypt.

Cooperage and Container Importers, Dealers, and Manufacturers—Portugal.

Dairy Producers—Republic of South Africa. November 1961.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessory Importers, Dealers, and Manufacturers—Algeria.

Electronic Equipment for Home Entertainment, Phonograph Records and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—India.

Electronic Equipment for Home Entertainment, Phonograph Records and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—Indonesia.

Farm Machinery and Equipment Importers and Dealers—Mexico. November 1961.

Fertilizer Importers, Dealers, Manufacturers, and Exporters—Turkey.

Fruit and Nut Importers, Dealers, and Exporters—Portugal.

Furniture Manufacturers—Costa Rica.

Furniture Importers and Dealers—Trinidad, West Indies.

Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Chile.

Household Appliance Importers and Dealers—Japan.

Household Appliance Importers and Dealers—Syria.

Laundry and Dry Cleaning Industry—Belgium.

Laundry and Dry Cleaning Industry—Trinidad and Tobago, West Indies.

Leather and Shoe Finding Importers and Dealers—Greece.

Leather and Shoe Finding Importers and Dealers—Italy.

Machinery and Equipment, Except Electrical Importers and Dealers—Brazil. November 1961.

Machinery and Equipment, Except Electrical Importers and Distributors—El Salvador.

Machinery and Equipment, Except Electrical Importers and Distributors—Lebanon.

Machinery and Equipment, Except Electrical Importers and Distributors—Republic of South Africa.

Machinery Equipment and Supply, Electrical Importers and Distributors—Morocco. November 1961.

Metallurgical and Metalworking Plants—Chile.

Metallurgical and Metalworking Plants—Guatemala.

Metallurgical and Metalworking Plants—Morocco.

Mining Companies and Exporters of Ores—Ceylon.

Mining Companies and Exporters of Ores—Italy.

Motor Bus Lines and Transport Companies—Denmark.

Motor Bus Lines and Transport Companies—Honduras.

Motor Bus Lines and Transport Companies—Mozambique.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Netherlands Antilles.

Plastic Material Importers, Dealers, and Manufacturers—Italy.

Plastic Material Importers, Dealers, and Manufacturers—Netherlands.

Printers, Lithographers, Engravers, and Publishers—Surinam.

Tanneries—Turkey.

Vending Machine Importers and Dealers—Austria.

Vending Machine Importers and Dealers—Belgium.

Vending Machine Importers and Dealers—Denmark.

Wastepaper and Rag Importers and Dealers—Switzerland.

Company . . .

(Continued from page 111)

woodwork from timber imports, and special foods.

Interested U.S. manufacturers may contact Jafferjee Brothers, 161 Prince St., Colombo 11, Ceylon. WTD 6/15/61.

Additional information and required specifications are available from Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Trade, Investment Opportunities Abound

Nigeria: Africa's Largest Potential Market

NIGERIA represents one of the attractive areas in Continental Africa for U.S. trade and investment. The favorable business and investment climate is fostered by a stable Government, at the Federal level and in all three of the Regions, East, West, and North, encouraging the growth of industrialization and trade on a broad scale.

Industrialization is given high priority by Government because Nigeria must industralize to provide employment to offset an unfavorable balance of trade with the world, to make better use of its agricultural products, and to raise the standard of living.

To achieve this industrialization as rapidly as possible, foreign investment is welcomed and is expected to be for some time. All segments of the Government give assurance that nationalization of industry is not even under remote consideration.

With an estimated population of 40 million, Nigeria is already the largest potential market in Africa. Its continued population growth of about 2.0% to 2.5% per year, coupled with continued per capita income rise, will insure an adequate and increasing market for trading, industrialization, and investing.

All of the Regional Governments of Nigeria are willing and anxious to participate in industrial development as investment partners with those who can provide foreign capital and technical knowledge, thus providing the advantages of indigenous partners to the foreign investor. Small scale industries, however, generally do not have participation by Government because its policy is to encourage the indigenous citizenry to invest as entrepreneurs or partners with foreign capital in these enterprises.

The Nigerian Government favors doing business with the countries of the free world rather than with the Iron Curtain instrumentalities, on the theory that the former are better managed and benefit the Nigerian economy. However, Iron Curtain development may be welcomed if free enterprise investments are not forthcoming.

American goods are highly regarded in Nigeria and there is a demand for many more U.S. products. With increasing industrialization and advanced agricultural practices, there should be an ever rising standard of living, with the resultant increasing demand for products and greater opportunities for U.S. suppliers of goods and services.

Prospects for U.S. Exports

The prospects for U.S. exporters in the Nigerian market appear limitless. Practically any product is a potential export because of Nigeria's present limited industrialization.

There are no restrictions on the import of U.S. products into Nigeria. U.S. commodities are welcomed by the Nigerians who appreciate their quality.

A supplement consisting of a report by the U.S. Trade Mission to Pakistan will appear in next week's issue of **Foreign Commerce Weekly.**

Consumer goods are welcomed by the Nigerian consumer—goods and materials for industries as they are established are needed—and goods in practically any line can find a market here.

Machinery for industry is admitted duty free; on most other products duty ranges from 15% to 33⅓%; a few go as high as 75%.

Exporters of foodstuffs should consider the tastes of the Nigerians who generally prefer highly spiced foods, especially the liberal use of hot pepper. Products so flavored would appear to have a greater chance of wholesale acceptance in this market.

Expatriate firms in the past have dominated, and still do to a large degree, the trade in goods in Nigeria, and they maintain traditional sources of supply in the United Kingdom and other European countries. At present there are no exclusively U.S. agency houses.

American firms have not actively endeavored to introduce their products on this market. The few U.S. companies which have sent salesmen with samples, have met with outstanding success.

U.S. exporters and export manufacturers can profit from the excellent market in this country if they take a positive approach. All 40 million inhabitants are not as yet potential customers for American products because of the low annual income of a large segment of the population but this is a situation that will change drastically in the years ahead. The U.S. share of the market should increase, if positive steps are taken by American manufacturers to sell in the Nigerian market.

U.S. exporters can sell in Nigeria. They should determine if their prices are competitive, and send sales representatives with adequate samples to sell their wares to distributing outlets in the major areas. They should utilize the Trade Lists,

(See Market, page S-2)

Market Women's Association meet with members of the U.S. Trade Mission.

Crude Oil and Natural Gas Enrich Nigerian Economy

RAW materials are available in Nigeria for a wide range of industries—among them iron and steel, cement, oil refinery, textiles, pulp and paper, rubber, brick and pottery, lumber, food processing, leather, glass, starch, chemicals, insecticides, plastics and many ancillary industries.

Raw materials and minerals available include, but are not limited to: Coal, subbituminous and lignite, iron ore, limestone, tin, columbite, lead, zinc, clays, silica sand, quartz, feldspar, ceramic clays, crude oil, forestry products, cotton and other fibers, cocoa, palm-oil rubber, oil seeds, hides and skins, root starches, gums, and resins.

Crude oil and natural gas deposits have been discovered in Eastern Nigeria and over 2 million tons of crude-oil production is anticipated in 1961. Large natural gas deposits have been discovered and development of thermal power production from this is in the planning stage. Though its oil and gas reserves are not fully known at present, it has been stated that Nigeria might rank among the 10 largest oil and gas producing countries within 10 years.

Utilities and Transport

Water and electricity are becoming increasingly available for industry and, for the most part, do not present major problems. Road, rail, and air transport for movement of goods is available but somewhat limited, and contemplated new industries should examine their own transport requirements carefully. Most major cities of the country are connected by single track rail with extensions under way to the northeastern section of the country. Most trunk roads are surfaced, but narrow; they do connect most cities to provide road transport. There is an expanding network of secondary roads as well.

Motor transport is mostly by truck with practically no trailer-truck operations at present. Opportunities for participating in expanding motor transport throughout the country appear to exist.

Tax Advantages and Incentives

Nigeria has a Pioneer Industry Scheme whereby application can be made to the Federal Government for pioneer status of an industry. To obtain this status it is necessary to prove that the particular industry does not currently exist in Nigeria or that, if it does exist, it does so only to a limited extent. To qualify for the certificate, investment in fixed assets must exceed $14,000. If a pioneer industry certificate is granted, the company enjoys a tax holiday of from 2 to 5 years (profitable years only), depending on the amount of fixed asset investment. Moreover, Nigeria is actively considering liberalization of the pioneer industry scheme regulations to make it possible for more companies, especially those in the same industry, to obtain pioneer industry status.

The income tax on business and industry is a flat 40% (8 shillings to the pound sterling). There is sometimes import duty-relief on raw materials; and machinery for industry is admitted duty free.

Capital may easily be repatriated; profits and dividends are freely transferred. There is also an initial write-down of capital value of machinery up to 50% with somewhat lesser figures for buildings.

Market . . .

(Continued from page S-1)

World Trade Directory Reports, Trade Contact Surveys, and other services of the U.S. Department of Commerce for assistance in establishing foreign market business connections. They may seek advice from the American Embassy at Lagos and send literature, price lists, and samples to the Embassy. The Embassy can make recommendations to exporters and distribute the literature to prospective buyers.

The entrepreneur class in Nigeria has not as yet assumed its eventual role as a major factor in the Nigerian international trade community. With trade having thus far been centered in the expatriate firms, Nigerian businessmen have not to any great degree had the opportunities for establishing themselves in solidly based companies, improving their capital positions and their degree of participation in the total business of the country. This condition should gradually change.

The Nigerian has hitherto held a staunch individualistic approach to trade and business, a hindrance to improving his capital position. There now seems to be a tendency on his part to enter into partnerships, cooperatives, corporations, and associations which allows him to pool resources, knowledge, and skills and to build financially stronger and better managed business organizations. This trend is bound to continue, and U.S. exporters should look for product distribution to some of the stronger groups now forming.

There are groups now engaged in organizing cooperative markets and buying agencies. One such group is the Market Women's Association in Lagos which should soon have a cooperative purchasing agency with adequate financing, offering one of the best possible outlets to new U.S. exports. For technical products, however, the U.S. exporter must usually deal directly with the large expatriate firms.

There are innumerable small traders in Nigeria selling in the market places. There are larger operators in the major trading areas of Nigeria who are undercapitalized but can become good outlets for U.S. exports, and who should grow in strength and stature with the help of additional lines.

The American exporter who carefully determines the integrity of some of these smaller firms, and who is willing to offer less than the most stringent payment terms, can develop his product sales areawise, as the firms entrusted with his products also develop in strength.

The large expatriate firms, with headquarters in Lagos, generally distribute throughout all three Regions of the country and the Federal District.

The smaller indigenous firms more generally operate within one Region so that the U.S. exporter should give consideration to Regional distribution rather than to national distribution.

Lagos, although in the Federal District, also serves as a distribution center for the Western Region. Ibadan, the capital of the Western Region and the largest city in Nigeria, is a distribution center in the center of the Western Region.

In the Eastern Region, Enugu, the capital, is centrally located, and the port cities of Port Harcourt and Onitsha offer distributing points, as does Aba.

In the Northern Region, Kaduna, the capital, has the advantage of being situated at the junction of the rail lines to the East, West, and North. Kano also is centrally located for distribution purposes.

Members of U.S. Trade Mission to Nigeria

James R. McLean, Mission Director, Chief, International Trade Division, Commerce Department Field Office, Boston, Mass.

Jefferson A. Beaver, executive vice president, Trans-Bay Federal Savings & Loan Association, San Francisco, Calif.

Dr. Eugene Gerberg, tropical commodities specialist. President, Cornell Chemical & Equipment Co., director, American Bio-Chemical Laboratory, Inc., and Insect Control and Research, Inc., Baltimore, Md.

Joseph S. Horan, Executive Assistant to Director, Commerce and Industry, State of Louisiana.

Hunter McDonald, Jr., vice president, sales manager, Colony Cleaners & Laundries, Inc., Nashville, Tenn.

Louis E. Nordholt, vice president, technical director, TEMCO Inc., Nashville, Tenn.

Leonard A. Wasselle, project manager, Rust Engineering Co., Pittsburgh, Pa.

U.S. Participation Welcomed

Wide Range of Service Industries Needed In Vigorous Nigerian Economy

NIGERIA'S small industries—80 percent of the country's 1,000 factories fall into this category—are exhibiting a strong interest in building new or expanding old manufacturing facilities for the production of consumer goods currently being imported principally from the United Kingdom, Europe, and Japan.

Government regards the rapid development of small industry as crucially important to the Nigerian economy, the expansion of which would also supply job opportunities for the young generation whose number is speedily growing.

Many small industries are owned and operated by indigenous interests, which have a serious shortage of capital. There is a shortage of loan capital available from existing banks for these enterprises. Additional loaning facilities, either Government or private, would materially aid these small entrepreneurs.

Current small industry manufacturing activities include specialty textiles, simple metal casting and working, metal windows and louvres, wood and metal furniture, ceramics, sawmilling and lumber, putties and polishes, cement blocks, terrazzo tile, gravel and stone, baking, native foodstuffs, bookbinding, bone crushing, soap, mattresses, wearing apparel, rice and maize milling, leather products, rubber processing, cigars, printing, small iron fabrication, tanning, cosmetics, patent medicines, vehicle repairs, battery repairs, seed oils, wood carving and plastic products.

The Government recognizes deficiencies in accounting and administrative procedures of many of the small industry operators and has started programs of instruction in these areas to improve these functions.

Many opportunities exist for the establishment of small industries in a multitude of fields and there are opportunities also for American companies to supply and service new and used machinery, equipment, and hand tools to these industries.

The establishment of American machinery and equipment sales and service organizations would foster the sale of U.S. machinery and equipment and back them up with technical instruction, training, spare parts, and maintenance.

Heavy and Large Industries

American participation in heavy and large industries is welcomed by the Nigerian Government. Profitable examples of these industries now existing are textiles, cement, tobacco, brewing, bottling, tin smelting, rubber processing, lumber and plywood, drugs, soap, and aluminum and steel fabrication. Ownership of these industries varies from 100% oversea control to varying combinations of Nigerian Government, oversea and Nigerian private investment.

All Regional Governments in the country are anxious to share in the financing of industries of special interest to the national and regional economy. This is a definite benefit to the oversea investment partner because of assistances available in land acquisition, etc. This also gives the enterprise the advantage of being at least partly indigenous with its various ramifications.

Present participation of U.S. investment in industry is negligible compared with British, German, Italian, Swiss, and Middle Eastern.

Under consideration, or in the process of establishment, are plants for flour milling, glass manufacture, bicycle assembling, aluminum rolling, basic iron and steel manufacture, textiles weaving, oil refining, tin smelting, pulp and paper, and rubber processing. American interests are involved in three of these fields.

Some industrial opportunities which might merit consideration by U.S. investors in both the small and large fields are meat and fish processing, canning, industrial and potable distilleries, clothing, textiles—only 10% of consumption is now produced locally—pulp and paper, steel and wood furniture, paper conversion, industrial chemicals, cosmetics, toilet preparations, drugs and patent medicines. Others include matches, glass, additional cement production, nails, wire, tin cans, hardware tools, agricultural hand-tools; plastic products; electrical products and appliances; starch and glucose, and petroleum products; stationery items, motor vehicle assembly, cigarettes and cigars, leather shoes, jute or paper sacks, cardboard cartons; chicken and cattle feed, oil-seed crushing mills, and products from agricultural products such as peanuts, refractories, enameled kitchenware, and pipe-tubing-fittings.

A description of a specific investment opportunity in a larger industry may be of illustrative value. All paper products now are imported into the country. All three Regional Governments consequently are exceedingly interested in a pulp and paper mill. Raw materials in the form of wood, bamboo, and grassy materials are available and are currently being tested for paper production in a modern laboratory of the Federal Institute of Industrial Research. There is one fast-growing species of wood, growing to harvestable size within 5-7 years and can be plantation grown, which has produced a fine paper by actual laboratory test. Water, electric power, fuel, limestone, and transportation are available.

Tool and Die Industry

Very little demand for the services of the tool and die industry exists at the present time. Several plants use tools and dies for metalworking and plastic moulding but their tooling is now being imported, mostly from the United Kingdom and Hong Kong. Total imports are estimated at about $80,000 a year. Total imports of all tools for machinery in 1960 were only $198,000. Increasing emphasis on industrial development over the next few years, however, will bring about a change in the tool and die situation.

A steel mill capable of producing 140,000 tons of merchant products and sheet a month is planned. A smaller electric-melt steel mill is already under construction at Enugu. Ancillary industries will result and eventually create a sizable demand for tools and dies. Any U.S. tool or die firm interested in participating in this field in Nigeria would be well-advised to start negotiation now; pioneer

Conferences Set in Boston, Baltimore, San Francisco

The U.S. Trade Mission to Nigeria will meet with businessmen who are interested in doing business and investing in that country, on Tuesday, January 30, at the Emerson Hotel in Baltimore; on Thursday, February 1, at the Sheraton Plaza Hotel in Boston; and on Wednesday, February 21, at the Board Room, Bank of America, in San Francisco.

Welcome in Lagos—Chief of U.S. Trade Mission James R. McLean, of Watertown, Mass., with Mrs. Joseph Palmer II, wife of the U.S. Ambassador, greet leaders of Cooperative Buying Group.

status undoubtedly could be obtained. Initial operations might include general machine work, maintenance, repairs and replacement parts—which now are serious problems in Nigeria. Supervision and tool makers would have to be brought in but numerous trade schools turn out machine operators who could be employed as machinists.

Service Industries

Nigeria offers a wide-open field for most of the service industries. A real need exists for such industries as laundries, dry-cleaning plants, automotive repair shops, ice cream stores, short-order restaurants, automobile spare parts distribution, barber shops, beauty parlors, and the like.

The existing dry-cleaning industry presently operates on standards which prevailed in the United States 30 years ago. Modern dry-cleaning establishments operated by experienced personnel should be extremely successful, particularly in the larger cities with large expatriate population, such as Lagos, Ibadan, Kaduna, and others where Western-style clothes now are being cleaned by washing only. Rebuilt machinery with 80-100 pounds an hour capacity and hand-powered presses would provide the necessary equipment for a low-cost, profitable operation.

Laundries in the larger cities also are worthy of investigation where potential clients exist—such as hotels, restaurants, steamship lines, hospitals, schools, and the like. Coin-operated laundries in the larger cities should be profitable ventures, provided steam could be made available for heating water for the washers and heating the dryers.

Nigeria has many automobiles and a need exists for good repair shops and good mechanics. The automotive spare parts business should also prosper if established with adequate inventories. Securing parts and the repairing of vehicles are current problems for automobile owners.

Such service industries as barber shops, beauty parlors, and similar shops offer good possibilities.

Good restaurant services, short-order type restaurants offering a variety of food items with rapid service would be welcomed in the major cities, as would ice cream stores offering cool refreshment to the people in a year-round warm climate. The only ice cream manufacturer the Mission found in Nigeria has no difficulty in selling his entire production in his city. Most ice cream is imported from England.

In general, service industries are needed in Nigeria in a large number of fields, and efficient operations in these fields should prosper.

Output of tobacco products in the Republic of South Africa during the first 6 months of 1961 totaled 21.4 million pounds—down 4% from the 22.3 million produced in January-June 1960, the Foreign Agricultural Service reports.

Cigarette output, at 11.2 million pounds, was about 0.5 million smaller than January-June 1960. Production of pipe tobacco totaled 10.1 million, compared with 10.5 million during the first half of 1960. Output of cigars and cigarette tobacco were below the January-June 1960 levels.

Farm, Lumber, Craft Products for Export

NIGERIA has many items of interest to U.S. importers.

The country's basic products are agricultural—groundnuts (peanuts), cocoa and palm oil and kernels—all of which are marketed for export through the Nigerian Produce Marketing Company in Lagos and both f.o.b. and c.i.f. price quotations are offered.

The current annual rate of exports of these agricultural products is about 180,000 tons of cocoa, 200,000 tons of palm kernels, 20,000 tons of palm oil, and 600,000 tons of groundnuts.

In addition to those basic products, Nigeria also has such items as hides and skins, rubber, spices, cashew nuts, tin, oil, coal, columbite, sawn lumber (including mahogany in various species), logs, cattle bones (both whole and ground to a number of sizes), cotton seed, and the like, available for export. Many firms exporting these items are seeking additional outlets.

Some items produced in Nigeria should be of considerable interest to U.S. importers and are saleable on the U.S. market. Nigeria has handicraft industries turning out extremely interesting wood carvings—including life-size carved heads, faces, and smaller carvings. Handicraft items from various types of leather—such as lizard and crocodile, also are available. Morocco leather originated in Nigeria. Colorful textile materials in many designs and colors are woven in Nigeria. Ikwete cloth is an excellent example.

Products from industrial enterprises are consumed locally for the most part, because the industrialization to date in most fields is designed for the domestic market and there are no surpluses for export purposes. Thus, the products available for export to the United States are of necessity those from agriculture, handicrafts, and lumber industries.

Industrial Investment Opportunities

Nigerian Government officials recognize the vital role that oversea capital, and managerial and technical skills must play in expanding the country's economy. Federal and Regional Governments are prepared to invest with foreign capital in worthwhile industrial enterprises.

The attitude toward oversea participation is expressed in the following statement of the Premier of the Northern Region, Honorable Alhaji Sir Amadu Bello, Sardauna of Sokoto:

"My Government clearly recognizes the vital role that oversea capital and managerial and technical skills must play in expanding the country's economy. We warmly welcome the industrialist from abroad whose capital, ability, and experience can earn an ample reward and at

the same time bring progress to the country. . . . We are prepared to help sound schemes with local capital, especially those which make satisfactory arrangements for the employment, training and advancement of the people of this country."

The national income for the country is estimated at almost $3.5 billion for 1961, with industrial activity contributing to less than 5% at present. National income should continue to expand at its present annual rate of about 3.8%.

Despite a per capita income of only about $90 a year, the demands on existing industries are insatiable and the market potential for new industry is enormous.

Some industries established earlier have already expanded facilities and production, and still only produce for a fraction of the market. A good case in point was the establishment of a cement industry about 5 years ago which, after recent expansion, was thought to take care of then current demands. Now it is said that it supplies about 1/3 of present cement demands with the balance having to be imported.

Nigerians are becoming more and more aware of every type of consumer product available from the world and are determined to see many of them manufactured in Nigeria.

Profits on investments in successful operations apparently exceed those which would be realized in comparable U.S. investments. Some examples can be found in the fields of cement, textiles, brewing, tobacco, candy, perfume, and soap.

Trade Mission to Nigeria: Summary of Operations

The U.S. Trade Mission to Nigeria toured 10 cities—**Lagos, Ibadan, Port Harcourt, Aba, Enugu, Onitsha, Kaduna, Kano, Maiduguri, and Jos**—in the period September 16-October 30, 1961.

More than **130 business proposals from U.S. firms** were taken to Nigeria by the Mission. Of this number, **86 Nigerian firms showed interest in 115 proposals.**

At the Trade Information Center, the Mission conducted **117 individual consultations and 225 interviews** while on tour.

Almost **200 trade leads and nearly 100 investment opportunities** were developed by the Mission (see FCW, Dec. 18, 1961, p. 15, for an initial list).

Six general meetings were held with an **attendance of 336**; panel sessions also were conducted with about **150 participants.**

Corn exports from Thailand for January-November 1961 reached 462,000 metric tons, the Foreign Agricultural Service reports.

Expansion of Agriculture Central Aim Of Nigerian Regional Governments

NIGERIA'S economy is based on agriculture, providing 50% of the national income, 85% of the country's exports and 80% of her foodstuffs. Responsibility for agriculture is vested in the Ministries of Agriculture in each of the three Regions.

There is no Federal Ministry of Agriculture. The Federal Government, however, does operate agricultural experiment stations. Agricultural problems, conditions, and achievements are different in each Region. Each Regional Government, however, is interested in agricultural expansion in the respective Regions.

WESTERN REGION

The Western Region produces over 90% of the total Nigerian cocoa crop, and is vitally interested in all matters pertaining to this crop. Any changes in U.S. Food and Drug Laws relative to cocoa are of concern.

The West is interested in investors for rubber and oil-palm plantations; is promoting such crops as citrus, cashew nuts, maize, cassava, yams, and others; and is experimenting with tea. Farm settlement cooperatives are being established. Poultry development is increasing, and the Government operates feed mills which it is willing to turn over to private interests.

The Western Region plans to move slowly on mechanization of agriculture until industry has advanced sufficiently to absorb farmers displaced by mechanization.

EASTERN REGION

The main crops in the Eastern Region are palm oil and palm kernels. This Region exports 51% of the country's production of palm oil and 47% of palm kernels. Agricultural development is high on its list of priorities.

Rice also is grown, and there is interest in developing the crop further. Possibilities exist for sugarcane growing in one section of the Region and for expansion of tobacco production. Poultry farming has been established and should increase steadily. Certain spices, such as cinnamon and black pepper, might be practical crops here.

The Government wants banana plantations established and welcomes foreign interests in this field. Developing plantations with foreign investors, especially rubber—which is not subject to marketing board control—is a major interest of this Region's Government.

With reference to mechanization, the Eastern Region Government does not believe that smaller agricultural equipment would have much usage. Certain crops of the Region, such as rice, however, should readily lend themselves to mechanization.

NORTHERN REGION

The Northern Region is the cattle-raising area of the country with approximately 6 million head being raised and moved about in nomadic fashion. The herds graze by nomadic wandering and are walked to the different areas of the country for slaughter. This tends to produce tough beef. Establishment of large-scale grassland areas would minimize the nomadic movement of cattle, result in better beef, and would eventually lead to mechanization.

Opportunities exist in the North for meat-packing operations and improved meat distribution systems. Ancillary industries such as bone crushing, bone meal, dried blood, hides and skins are also possibilities with the increase in abattoirs.

Fish processing and packaging in the Lake Chad area is worthy of consideration. Over 2 million pounds of fish are caught annually and much is lost due to poor drying methods and pest infestation.

Groundnuts (peanuts) are the principal crop. Good quality cotton is grown in quantity sufficient to support 98% of the country's demand. Tobacco, millet, guinea corn, rice, sesame seed, and soya beans are also grown.

GENERAL

Nigeria currently imports almost $3 million worth of insecticides and almost $1 million worth of fertilizers. Use of agricultural equipment and chemicals is expected to increase.

Industries which could be established to tie in with the agricultural production of the country are cocoa processing, food processing, freezing, canning, and groundnut processing.

Milk deliveries in Finland during the first 9 months of 1961 were 4% higher than comparable 1960 deliveries, according to the Foreign Agricultural Service.

Finnish farmers delivered about 5 billion pounds of milk to fluid milk distributors for manufacturing into dairy products. Butter production was up 3% to 161 million pounds, while cheese production at 56 million pounds was 6% above the comparable 1960 figure.

Profile of Nigeria

Area.—360,000 square miles.

Climate.—Tropical in the coastal regions which cover some 500-600 miles of coastline to arid in the northern areas which extend some 800-900 miles from the ocean.

Population.—Estimated at 40 million and increasing at rate of 1 million every 18 months.

Main Cities.—Federal District: Lagos; Ibadan, Abeokuta, and Benin City in the Western Region; Enugu, Aba, Port Harcourt, and Onitsha in the Eastern Region; and Kano, Kaduna, Jos, and Maiduguri in the Northern Region.

Political Climate.—Nigeria is a federation of three Regions—the Northern, Eastern, and Western. Each Region has its predominant political party and the present Federal Government is a coalition of the parties in power in two of the Regions. No Regional Government has sufficient votes to control the Federal Government. This makes for a healthy political climate because a coalition of two Regions is required to rule and the third Region offers healthy opposition. Parliamentary form of government prevails on the Federal level and in all three Regions.

Labor Force and Productivity.—About 75% of the labor force is in agriculture, forestry, and animal husbandry. Wages vary from about $15 to about $60 a month. Practically a limitless labor force is available for industry. Labor, of course, must be trained and industries already established have done so. Satisfactory results are obtained by training and education and by screening the best workers after training. They are capable of skills in manual operations but have had little opportunity to develop managerial and technical skills as yet. The people in general are readily trained and labor responds well to piece work. There are variations in output. In some instances output is on a par with the United States while in others output may be only 10% of that in America.

Banking and Finance.—The currency is the Nigerian pound, equal to US$2.80. Nigeria has a well developed banking system. In addition to the Central Bank, 14 commercial banks operate in the country with over 200 branches covering all major cities. Two U.S. banks are in Lagos—The Bank of America and Chase Manhattan Bank.

The domestic capital market appears to be limited. There is a lack of adequate financing available to the indigenous businessman because banks are selective in making loans in view of the limited loan funds.

Published Data on Nigeria Available From Commerce

Additional background on Nigeria is avaliable in the following 1961 issues of Foreign Commerce Weekly: Admittance to International Finance Corporation Announced, April 17, page 14; Business Enterprise Attracted, July 3, page 17; Radio Communications Equipment Market Competitive, September 11, page 38; Nigeria To Undertake Track Relay Program, October 9, page 33; First Trade Fair, October 16, page 26.

Other Department of Commerce publications dealing with Nigeria include Investment in Nigeria (1957), 157 pp., $1, and several reports in the World Trade Information Service (WTIS) series as follows:

Economic Developments in Africa and the Near East, 1959. Part 1, No. 60-10. 19 pp. April 1960. 10 cents.

Foreign Trade of Nigeria, 1957-59. Part 3, No. 60-47. 4 pp. December 1960. 20 cents.

Import Tariff System of Nigeria. Part 2, No. 60-48. 2 pp. September 1960. 10 cents. (Superseded No. 56-68).

Market for U.S. Products in Nigeria. Part 1, No. 61-12. 21 pp. March 1961. 15 cents.

Preparing Shipments to Nigeria, Part 2, No. 59-76. 7 pp. October 1959. 10 cents.

WORLD TRADE INFORMATION SERVICE

▼ *Part 1,* **ECONOMIC REPORTS**
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The WTIS is a three-part series of reports, each report covering a specific subject in one country or area. Part 1 includes economic and marketing data; Part 2, details needed in handling day-to-day export and import operations; and Part 3, trade statistics for market research.

Subscriptions may be placed with Department of Commerce Field Offices or with the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Remittances should be made payable to the Superintendent of Documents.

Joint Business Ventures Are Favored by Nigeria

AREA and industrial development in Nigeria is centered in the various Regional Governments, each with its own Development Corporation which interests itself in industrial enterprise participation. These corporations enter into joint ventures with foreign capital, with management usually left in the hands of the foreign capital investor. Ministries of Economic Development exist on the Federal and Regional levels to coordinate the economic development programs within their regions. Planning is geared to 5-year development plans with yearly reviews.

Industrial estates have been established in the Regions, which sets aside land for industrial purposes and provides the necessary facilities and utilities. They also usually include adjacent residential development areas for housing employees of firms in the industrial estates.

Some of the Regions are interested also in local industry development in the villages and have farm resettlement programs. Land tenure systems in Nigeria prevent other than Nigerians or Government from owning land. Land, however, is usually available on up to 99-year leases and location of industry in the industrial estates makes the matter of land title a simple matter.

Interest in Economic Development

The Regionl Ministries of Trade and Industry (or Ministry of Commerce) are vitally interested in the economic development. In the event foreign capital investment is planned within a Region, it is usually advisable and preferable to initiate negotiations with the Regional Ministries of Trade and Industry which can assist materially in getting the project under way. They assist in obtaining the necessary approvals from the Federal Government on such matters as pioneer status, immigration of expatriates, and similar services, thus helping to eliminate some of the problems experienced by some companies in attempting to establish industries in Nigeria.

Nigeria is aware of the need for area development and town planning and is making strides in this direction, especially with the industrial estates establishment. A centralized statistical agency would be helpful in assisting the economic development of the country.

Tourism is underdeveloped in Nigeria and there is a great need to increase tourist facilities and give the country's features proper promotion, an important potential source of foreign exchange.

Nigerian Firms Invite U.S. Capital Participation in Joint Ventures

NEARLY 300 trade and investment opportunities were developed by the U.S. Trade Mission which toured Nigeria recently. An initial list of export, agency, and investment leads already has appeared in Foreign Commerce Weekly (Dec. 18, 1961, p. 15).

The opportunities now reported are for participation through investment of U.S. capital in joint ventures—to expand present operations or establish new plants—and for technical know-how.

019 Commercial Farms

Jasmine Development Co., Ltd., Investment House, Lagos, has charter for poultry farm in Western Nigeria, seeks U.S. poultry feed manufacturer or U.S. hatchery to participate in developing a poultry farm. Investment of $81,000 required.

151 General Building Contractors

A. A. Famojuro, Amen House, Oke-Bola, Box 57, Ibadan, building and engineering contractors specializing in civil and government building, offer partnership.

J. M. St. Matthew Daniel & Co., 10 Aloba St., Ebute Metta, will grant long-term lease or consider limited liability joint venture for office buildings and residential development.

D. I. Azuike, Dennco, 24 Park Rd., Aba, seeks joint venture to expand business as architect and building contractor.

I. Olowu & Co., c/o Adeshana, 11 Martins St., Lagos, seeks joint venture for capital and know-how to expand business in all of Nigeria as builder of small bridges, roads, and office and residential buildings.

Brezina Nigeria, Ltd., 5 Customs St., Lagos, seeks joint venture and capital for housing construction.

173 Electrical Work

West African Industrial Ventures, Ltd., 78 Broad St., Lagos, seeks capital to start business on joint venture or investment basis to produce confectionery, canned foods, and related items.

208 Beverage Industries

Sword Brand Bottling Co., Box 30, Kano, seeks American capital and U.S. brand name in establishing distillery in Apapa. Company now has bottling plants in Kano, Jos, and Apapa.

209 Miscellaneous Food Preparations

Raad & Fadoul, Ltd., 147-148 Club Rd., Box 266, Kano, seek associates with latest technical know-how to improve their soap manufacturing enterprise. Willing to sell part of shares to interested party or to increase capitalization if desired.

231 Men's, Boys' Suits, Coats, Overcoats

B.H.A. Schaapveld, Cie-Cle Hollando-Africaine, 174 Broad St., Box 18, Lagos, seeks joint venture with U.S. firm capable of supplying know-how for production of textiles.

236 Girls', Children's, Infants' Outerwear

J. C. Ezenekwe, P.O. Box 1388, Yaba, seeks an estimated $30,000 to establish a factory to produce women's blouses.

242 Sawmills, Planing Mills

Victor Ede & Sons, P.O. Box 26, Apapa, seeks interested party in a joint venture for sawmill operations. Can presently supply 200 tons monthly of mahogany, mansonia, obeche, limba, abura, teak, and sapele woods.

314 Footwear

Iro's Shoe Industry, 10 Asa Rd., Aba, has 14 years' experience in making men's shoes. Seeks joint venture to expand and build new factory.

Olubo Shoe Works, Industrial Estates, Yaba, manufacturer of ladies' shoes, seeks partner who would provide necessary capital and some technical know-how to meet current demand for their shoes. Estimated capital required is $15,000.

327 Concrete

Brezina Nigeria, Ltd., 5 Customs St., P.B.M. 2403, Lagos, general contractors and engineers, wants to establish a concrete block business as a joint venture with a capacity up to 500 blocks an hour.

369 Storage Batteries

Akins Technical, Ltd., 2 Bonny St., Box 174, Port Harcourt, electrical engineers, seeks joint venture for manufacturing batteries.

383 Optical Instruments

Quist Optical Service, P.O. Box 77, Ibadan, interested in manufacturing optical products. Has source for capital if know-how can be obtained.

421 Trucking

Time & Tide Transports Co., Ltd., 41 Churchill Rd., Box 119, Port Harcourt, seeks joint venture for transport and agriculture company. Seeks $43,000 capital investment.

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Sensitized goods trade up, 1st half	Dec. 4	44
Steel mill to expand, buy equipment	Nov. 6	42
Steel plant to produce tinplate	Oct. 9	36
Steps to ease flow of foreign investment capital taken	Nov. 13	35
Tight money policy hits Japanese firms	Dec. 25	38
Trade pact extension with Greece signed	Nov. 20	26
U.S. special procurement maintained	Nov. 6	28
Vacuum bottle sales to U.S. down, 1st 9 mo	Dec. 18	49

Jordan

Some import duties raised	Nov. 27	33
Stricter importation policy pursued	Dec. 25	38

Korea

Foreign exchange purchase rules changed	Dec. 25	37
Trade pact signed with Thailand	Oct. 16	24
Trade promotion plans outlined	Dec. 18	43

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Concession requests, offers exchanged by LAFTA members	Oct. 30	29
Draft indebtedness to U.S. exporters up, Aug	Oct. 9	6
Fertilizer capacity to expand; export potential seen	Dec. 18	46
IADB approves grant for L.A. Institute	Dec. 25	6
LAFTA correlated offer, request list available	Nov. 20	27
LAFTA countries modify tariff requests, offers	Dec. 25	35
LAFTA sets rules for integration agreements	Dec. 25	35
LAFTA tariff negotiations in progress	Nov. 20	5
Pan American standards of mutual benefit to U.S., Latin America	Nov. 13	5

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Duty on rice lowered	Dec. 11	37
Machinery imports liberalized	Nov. 20	29
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Iron ore development spurs economic growth	Oct. 23	7
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National air transport company formed	Oct. 23	35
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Advance deposit on all imports imposed	Nov. 6	30
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Cotton marketing pattern to upset U.S. shipments to Africa	Dec. 25	43
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Three airfields planned	Oct. 23	35
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Foodstuffs fair scheduled for September	Dec. 25	39
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Curacao refueling prices lowest in Caribbean	Nov. 20	33
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Exchange controls on coke, lignite relaxed	Oct. 23	34
Plastic toy factory to make dolls	Oct. 30	37
Road building to link agricultural areas	Oct. 16	27
Nigeria		
First trade fair scheduled	Oct. 16	26
Track-relay program to be undertaken	Oct. 9	33
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Global import quota list set up	Nov. 20	28
Industrial safety device market increases	Dec. 18	50
Iron, steel production sets record, 1960	Oct. 23	38
Record budget submitted	Nov. 6	28
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Civil aircraft market diversified, competitive, growing	Oct. 9	37
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East Pakistan to improve inland waterway system	Dec. 25	41
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Industrialization in private sector expands	Oct. 16	24
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Oil, gas development corporation set up	Oct. 23	33
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Certain machinery imports exempted from duties	Nov. 20	24
Duty surcharge on whisky decreased	Nov. 13	35
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Lead-zinc output mixed, exports up, 1960	Oct. 9	38
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Peruvians able to finance own houses at Pacific Fair	Oct. 23	37
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Central Bank acts to curb foreign exchange outflow	Dec. 11	37
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Photographic product imports down, 1960	Nov. 6	39
Sales tax on locally made appliances lowered	Oct. 30	28
Second integrated mill planned	Dec. 18	47
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Motion picture film, equipment exports up, 1st 9 mo	Dec. 11	49
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Steel imports up, exports down, Aug	Oct. 30	40
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Still camera imports up, volume down, 3d qtr	Dec. 25	43
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No additional restrictions for alsike clover seed	Oct. 23	44
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Foreign direct business investments in U.S. near $7 billion	Nov. 6	8
Launching platform for sales promotion flourishes in London	Oct. 2	31
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IBRD grants loans to Kenya, Ethiopia	Dec. 11	31
IFC investments total over $19 million in 15 mo	Oct. 2	6
International Coffee Agreement extended 1 year	Nov. 20	23
Liberalization of dollar imports progresses, 2d, 3d qtrs	Oct. 30	7
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Consumer goods bid system changed for fairs	Oct. 2	30
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Photographic products imports up, 1960	Oct. 23	39
Steel production to rise	Oct. 9	39

Manufacturing Engineers In U.K. Seek Agreement

A British firm of manufacturing engineers, with patent and specialized know-how for the production of automatic merchandising and photographic and office equipment, seeks licensing, cross-licensing, or other manufacturing arrangements with U.S. producers of such items.

The company also is willing to undertake contract production of American products where it is considered that sales arrangements are already adequate, but the product could be produced more easily in the United Kingdom.

Write to Redwing, Ltd., 340 Bensham Lane, Thornton Heath, Surrey, England.

Illustrative materials are available on a loan basis in the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Belgians Want to Produce Apparatus and Implements

● A Belgian firm wishes a licensing arrangement or joint venture for the production of precision equipment, and electric and electronic apparatus.

The company now produces washing machines and dryers and is located in a highly industrialized, densely populated, coal-mine area.

Write to Flemal & Fils S.P.R.L., 27-29 rue Spinois, Montignies-sur-Sambre, Hainaut, Belgium.

● A Belgian foundry wants to manufacture agricultural implements under a license arrangement with an American firm. It operates a foundry and forge and manufactures and exports agricultural implements.

Write to DeCloedt Gebroeders, P.V.-B.A., 151 Koning Albertstraat, Veldegem, West Flanders, Belgium.

Construction Sand Supply Firm for Sale in Congo

Leopoldville's sole supplier of sand for construction wishes to sell his business and retire. The company is very active.

Investment is estimated at $200,000. This includes a pumping installation on the Ndjili River, with a daily maximum capacity of 250 cubic meters, which supplies both private building and public works projects.

Write to Mr. P. de Geynst, Sable du Fleuve, 4 eme, rue, no. 176, Leopoldville/Limete, Republic of the Congo.

Viet-Nam Mission Officer Now in Washington

Guy F. Stark, Director, Industry Division, U.S. Operations Mission, Viet-Nam, is now in Washington and will be available for consultations until February 13.

Businessmen interested in obtaining firsthand information on industrial development and investment possibilities in Viet-Nam can contact Mr. Stark through James Laverty, Trade Initiations Division, Office of Trade Promotion, U.S. Department of Commerce, Washington 25, D.C., or by calling WO. 7-2314.

Canada Firm Offers Its Plant Facilities

A Canadian manufacturer of hard-surface floor and wall coverings is offering its facilities to produce, under licensing arrangements, the product of any U.S. manufacturer. The company has land available for necessary extension to accommodate new products.

The staff includes administrative, engineering, and technical personnel. Good caliber labor is reported to be available. Advertising and merchandising could be included in any arrangements.

Write to Congoleum Canada, Ltd., 3700 St. Patrick St., Montreal, Quebec, Canada.

Mechanical Lathe License, Know-How Sought in Spain

A Spanish manufacturer of milling machines is interested in obtaining licensing rights and technical advice from a U.S. producer of mechanical lathes.

The firm expects to increase its capitalization to manufacture lathes and to install a new factory for such production.

Write to Nicolas Correa, S.A., Avenida de Jose Antonio 47, Madrid, Spain.

Bolivian Drug Firm Seeks To Produce Antibiotics

A Bolivian drug manufacturing firm seeks a joint venture with an American company to produce and distribute antibiotics.

The company presently employs 250 people. It offers 50% equity for $100,000 in order to obtain additional working capital and know-how.

Write to Pedro Arca Meloni, Instituto Bioquimico Boliviano, S.A., Tiahuanaco No. 7, Box 492, La Paz, Bolivia.

Luxembourg Development Center in N.Y. Closes

The Luxembourg Board of Industrial Development of New York City disbanded as of December 31, 1961. The Board had been actively engaged in attracting new American industrial investments to Luxembourg since April 1959.

The Board's efforts brought to the Grand Duchy 5 wholly-owned manufacturing subsidiaries, a global sales corporation, and a financial institution (the Morris Plan). Also, immediate prospects exist for the establishment of at least 2 more manufacturing operations and 1 or more joint ventures. As a result, it is thought that the Board accomplished its objectives and that Luxembourg has a sound start toward a middle-industry segment in its national structure.

Government policy toward investment in Luxembourg will not change, but it will be selective in accordance with the dictates of the labor market and other economic conditions.

● As of January 1962, Mr. Maurice Steinmetz, Consul, Luxembourg Consulate General, 200 East 42nd St., New York 17, N. Y., will serve the needs of American industrialists interested in Luxembourg as a location for business ventures. His counterpart in the Grand Duchy is Mr. Rene Hottua, Ministry of Economic Affairs, 19 Ave. de la Porte-Neuve, Luxembourg.

Machinery, Soybean Product Licenses Asked in Germany

Two West German firms wish licensing agreements with U.S. business firms.

● One company wishes to collaborate with U.S. companies in manufacturing soybean derivatives under license. Address communications to C. Thywissen, 33 Industriestrasse, Neuss am Rhein.

● Another German firm is interested in manufacturing concrete stone making machinery under American licensing. The company contemplates an expansion of its plant facilities. It is now engaged in the production of pavement stones, step stones, window sills, and similar items.

Write to Albert Hess, 8 Schulstrasse, Wahlbach Kr. Siegen, Germany.

Exchange Reserves Drop, Peso Weakens

New Philippine Administration Faces Formidable Economic Problems

DESPITE the economic progress of the Philippines in the 15 years since independence, Diosdado Macapagal, the new President of the Philippines, faces perhaps the most serious economic problems in the young Republic's history.

The steady draw-down of foreign exchange reserves over the last 9 months coupled with a weakening of the peso is his most immediate problem. He must also come to grips with some basic problems of the Philippine economy if the country is to avoid the periodic recurrence of foreign exchange difficulties and make significant strides in economic development.

Agricultural production has not been keeping pace with the population increase of about 3% a year. Philippine mineral riches still await adequate exploitation. Also, much still needs to be done to create conditions to attract domestic and foreign investment and otherwise lay the basis for economically sound industrial development.

Foreign Exchange Problems Pressing

Philippine foreign exchange reserves have declined from nearly $200 million in April 1961 to an alltime low of less than $117 million in October. Despite the granting of a line of credit by several commercial banks in the United States, reserves in mid-December stood at about $118 million, just a little more than enough to cover 2 months' imports at current rates. Accompanying this decline has been a steady weakening of the Philippine peso. It is quoted in international markets at about 4½ to the U.S. dollar, considerably below the two official rates in the Philippines—a basic preferred rate of 2 pesos to the dollar and a free market rate of 3 pesos to the dollar.

Decontrol Program in Jeopardy

Deterioration in the country's external financial position has put the foreign exchange decontrol program in jeopardy. Initiated in April 1960, this program was aimed at eliminating controls over the country's external accounts in 4 stages extending over a period of 4 years. The program was accelerated under the past administration so that the third stage of decontrol was initiated in April 1961 with, at that time, a tentative promise of final decontrol by the end of 1961.

The rapid drain on Philippine reserves commencing soon after the third stage was begun has halted and partially reversed the liberalization in exchange controls that had been going forward during the previous 18 months. Remittances of profits and dividends out of current earnings which had been freely allowed retroactive to January 1, 1960, have been cut back by 50%. Remittances to holders of blocked peso accounts for maintenance purposes have been cut by 20%. Travel allowances and funds for Philippine students abroad also have been curtailed. In addition, the Government rescinded a provision of the third stage of the decontrol program which had authorized importation by qualified importers and producers of up to $200,000 per month in excess of their quotas; such transactions are again subject to prior Central Bank approval.

Despite these tightened internal measures, which jeopardize the decontrol program, the Philippine peso remains under heavy pressure and surrounded by rumors of devaluation.

President Macapagal has committed himself to carrying out the decontrol program. He will likely seek certain legislation considered necessary to move the program forward. Among proposals which may reach the Philippine Congress soon are a tariff reform bill, calling for a wide range of import duty increases to protect domestic industries now shielded by foreign exchange quotas on imports, and a foreign investment law. Such legislation was introduced in the last Congress but failed to pass.

Graft Has Hampered Development

The new Administration is committed to seek ways of husbanding all available foreign exchange resources; during the campaign the President pointed out that the Government has lost hundreds of millions of dollars through the underdeclaration of exports and the overdeclaration of imports. He emphasized that these and similar malpractices and official malfeasance have drained off vitally needed foreign exchange from Government coffers into private foreign bank accounts. Such practices, he contended, have caused demoralization and slowed down the rate of economic development. These practices have also reduced confidence in the country abroad and thus contributed to discouraging much needed foreign investment.

Foreign Investment To Be Spurred

The new President has indicated that it will be the policy of his administration to create the most favorable climate possible for private foreign investment. He has made clear that he recognizes the important role which foreign capital and know-how can play in furtherance of the economic development of the Philippines. While President Macapagal will undoubtedly push for a good foreign investment law, he has indicated that he recognizes that a favorable foreign investment law in itself cannot create a receptive climate for private foreign capital. It can be only one part of an overall program to stimulate potential investors to risk their capital.

Basic Agricultural Problems Persist

Whereas agriculture is the major source of livelihood of Filipinos, accounting for over 70% of the labor force, it provides only one-third of the nation's income. Underemployment and unemployment are widespread and agricultural wages average, at most, about $1 a day. Despite productive soil and great areas of unexploited farm land, the Philippines produces insufficient quantities of dairy products, wheat and wheat products, and animal products to feed its people.

Considerable progress has been made in recent years in the growing of rice and corn, but even these staples have often had to be imported because of an inadequate storage and distribution system during the lean summer growing season and a level of production that is still not high enough to allow stockpiling in good years to offset shortfalls in lean years.

The Philippines is heavily dependent on agricultural and related exports for its foreign exchange earnings. Foreign

sales of copra, sugar, and abaca account for more than half of foreign exchange earnings, and sales of logs, and lumber, coconut and its products, and pineapples account for additional large shares of export proceeds. Of these commodities, only sugar is being grown for export under relatively optimum conditions. Compounding the difficulties are periodic outbreaks of plant disease in coconut and abaca growing areas.

The Philippine farmer is still predominantly a smallholder and farm credit is still largely in the hands of middlemen who charge exorbitant interest rates for farm supplies and materials. These middlemen also exert considerable control over the sales of farm products, thus squeezing both the farmers and the consumers. Scientific farm methods have not spread far and use of fertilizers is still far below that required for most efficient farm production.

Facilities for extension of rural credit by Government and Government-supported agencies are on the books, but in practice not widespread. Legislation has been enacted providing 60 million pesos for development of a dairy industry, 20 million pesos to aid abaca growers, and 5 million pesos for research on coconut disease. In addition, area development bills passed by the latest Congress set up development authorities and envision spending of hundreds of millions of pesos to develop the southern islands, especially Mindanao, and the Cagayan valley in Luzon.

Mineral Resources Have Promise

Philippine mineral resources provide great promise for economic development. Although mining accounts for a small proportion of national income, mineral exports such as iron ore, chromite ore, and copper concentrates already account for 7 to 8% of the value of the country's exports.

Several oil companies are exploring various areas of the Philippines, but so far have not brought in any commercially producing wells. Exploration has been hampered by arbitrary limitations on concessions contained in the present oil legislation and the less favorable investment climate of the last few years.

Development of Philippine iron resources so far has been barely touched. Over $6 billion of workable iron ore deposits are estimated to exist in the northern end of Mindanao alone. For years an integrated steel plant has been planned near the city of Illigan, and this project may now become a reality if the new administration can persuade Congress to pass legislation to set up the joint Government-private venture for which the U.S. Export-Import Bank has already agreed to provide $66 million in foreign exchange financing.

Industrial Development Gains

Industrial development in the Philippines has just begun to get underway. Many of the manufacturing enterprises established to date do little more than assemble imported components or semi-fabricated materials often at higher costs than that for which the completed products could be imported. This has frequently resulted in misallocation of resources and rapid overcrowding in the protected assembly industries. However, there has been some important progress in the industrial sector. Four oil refineries have been established in the last 3 years; flour mills and textile mills have been established which produce enough to satisfy local demand in many of these products; glass and cement are now being produced; and production of chemicals and various consumer goods and appliances has also begun.

The tasks facing the Philippines are indeed formidable but the potential is great. The Philippines are endowed not only with abundant natural resources but also with people who are determined to prove to the world that they can build a prosperous nation within a democratic framework.

Facts on the Republic of the Philippines

Population.—27.5 million (1960 census); annual rate of increase, 3%.

Area.—115,600 square miles: 33% arable land, 57% forest land, and 10% unused or urban land.

Language.—Official languages are English and Tagalog (Malayan-Polynesian tongue).

Gross National Product.—11,988 million pesos in 1960 compared with 11,376 million pesos in 1959.

Exchange Rate.—Multiple exchange rates. Official rate is set at 2 pesos to US$1; free market rate approximates 3 pesos to US$1. Dollars earned by export sales are exchangeable at a rate of 2.75 pesos to US$1. Dollars needed for imports can be obtained at a mixed rate or the free market rate depending on the essentiality of the import. A margin fee (exchange surcharge) of 15% is collected on nearly all foreign exchange transactions.

Economy.—Essentially an agricultural, primary crop economy. Mining sector has excellent potential; industrialization increasing. Foreign trade sector important to economy. Important agricultural products: Copra, sugar, logs and lumber, abaca, pineapples, coconut products, rice, corn, root crops, beans and vegetables. Important minerals: Copper, chromite ore, iron ore, manganese ore, gold and silver. Intensive petroleum exploration underway. New hydroelectric projects to help eliminate power bottleneck. Labor force totals about 10 million.

Communications.—20,500 miles of surfaced roads handling about 82,017 passenger automobiles and 59,377 commercial vehicles; 627 miles of railway track. Major international airport at Manila. About 90,000 telephones, 530,000 radios, and 60,000 TV sets in use.

Foreign Trade.—(f.o.b. value in thousands of U.S. dollars):

	1959	*1960*	*Jan.-June 1961*
Total imports	523,580	603,870	228,600
Total exports	529,493	560,389	259,700
Imports from U.S.	231,766	255,301	[1]166,034
Export from U.S.	292,540	284,103	[1]153,367

[1] U.S. Bureau of the Census figures; not directly comparable with the other figures which are Philippine Central Bank data.

Other principal trading partners: Japan, Federal Republic of Germany, United Kingdom.

Principal Imports.—Mineral fuels and lubricants, nonelectrical machinery, base metals, transport equipment, dairy products, cereals and cereal preparations, paper and paper products, electrical machinery, apparatus and appliances, and textiles.

Principal Exports.—Copra, sugar, logs and lumber, abaca, dessicated coconut, copper concentrates, chromite ore, coconut oil, iron ore, canned pineapple.

Principal Imports from United States.—Foodstuffs, textile fibers and manufacturers, metals and manufactures, machinery and vehicles—primarily electrical machinery and apparatus, industrial machinery, disassembled automobiles and parts—and chemicals and related chemical products.

Principal Exports to United States.—Cane sugar, copra, coconut meat, coconut oil, cotton manufactures, abaca fiber, wood manufactures (plywood, veneers), copper and chrome ore.

U.S. Direct Investment in the Philippines.—Cumulative totals in millions of dollars: 1950, $149; 1958, $341; 1959, $387; 1960, $414.

Korean Economy Shows Steadiness; Industrial Activity Strengthens

SEOUL.—The Korean economy is maintaining a steadiness which is encouraging but still uncertain.

Third quarter statistics indicate improvements in several sectors—increased sales of AID dollars and Korea's own foreign exchange, evidence of increased consumption, a gradual pickup in industrial activity, and a good agricultural year.

Many factors contributing to the present economic picture are outgrowths of the May coup and the interim activities of the military Government. Uncertainties resulting from the coup have had a rather stultifying effect on industrial production. Industrialists were not eager to undertake extensive planning and businessmen were not increasing their inventories until more favorable conditions were created. The August 12 announcement that the military Government would remain until May 1963, has given businessmen a timetable with which realistic planning can be undertaken.

Penalties for the "illicit fortune accumulators" had presented some problems. The new Government has been unsure how best to assess fines on leading businessmen who have been accused and convicted of such activities. To divest businessmen of their fortunes would deprive the country of the leading industrial talent. To prevent this loss to the Korean economy, fines which were originally imposed have been modified. Under a new law, those who were fined can invest their assessed amounts in new companies, as approved by the Government. This action has the potential of increasing the industrial base and subsequently assisting in the economic development of the country.

Production Down but Strengthening

Industrial production has declined, largely as a result of uncertainties following the coup. The index of industrial production in the third quarter fell to 120.2 from 124.8 in the second quarter and was considerably less than the 129.8 of the third quarter in 1960. On a month-by-month basis the index illustrates that improvement in the overall production index for the third quarter has been steady. Mining and manufacturing continued to increase whereas electricity fluctuated downward at the end of the quarter. Manufacturing shows the most promise with a 12.5 point increase from the beginning to the end of the quarter.

Although production is behind that of previous periods the evident upward trend is encouraging. Future stability should further improve this important segment of the economy.

Inflation Threatens

One cause for concern is the continuing threat of inflation. The rapid increase in money supply was alarming during the summer months. The supply rose from 224.5 billion hwan in May to 283 billion hwan by the end of September. Currency in circulation rose from 100.8 billion hwan to 154.2 billion hwan in the same period. The upward movement was temporarily checked in October as the supply remained at the September level. Progressively increased sales of AID funds and of Korea's foreign exchange have absorbed part of the money supply. During the spring and early summer after the coup, the sale of AID funds was abnormally slow. Sales began to pick up in August and have improved steadily since then. Public Law 480 sales of agricultural products, good even in the months following the coup, have also picked up significantly. Some of this is the reflection of steps which the Korean Government took during the third quarter and in October to facilitate the purchase of aid funds. Sales of Korean foreign exchange also continued to increase reaching a total of $21.3 million for the third quarter. Korea's foreign exchange holdings improved also in the third quarter by $19.3 million making a total holding of $196.8 million.

If the supply of money can be maintained at a noninflationary level and the foreign exchange position continues to improve the whole monetary picture in Korea will radiate a more stabilizing influence on the other sectors of the economy.

Consumer Prices Rise

When the price ceiling imposed by the military Government was lifted in July, on all items except rice, barley, and coal briquets, prices began to advance. The National Wholesale Price Index has shown fluctuations for various commodities, but the overall index for the third quarter remained level with that of the second quarter. Part of this steadiness was caused by the decline in grain prices which were kept down through release of Government grain supplies, the arrival of grains from the United States, and the good crop of summer grains and expected harvest of rice.

The Seoul Consumer Price Index, on the other hand, showed an increase of 2.2% in the third quarter over the second. Much of this was brought on by increases in the cost of food except for grains.

Agriculture Improves

Crop yields have improved this year. Production of summer grains reported near 1,090,000 metric tons, exceeds that of any previous year. These grains, which include barley, naked barley, wheat, and rye showed an 8% increase over the yield of 1960. Estimates of the rice crop at 2.65 million metric tons are 14.5% higher than the 1960 crop, and the actual harvest may well exceed these expectations. Record production is also anticipated in sweet potatoes and white potatoes. Total production of staple foods is expected to surpass 1960 levels by 15% or more.

To further enhance the improved agricultural segment of the economy the military Government has undertaken a number of programs, including provisions for allowing the farmers and fishermen to free themselves from usurious interest rates, advance payment on rice liens, a farm price support program, and a large rice purchase program. When fully implemented, these programs are expected to be beneficial in alleviating some of the ills which impede a more dynamic agriculture.

The Farm Support Law, promulgated in June, is designed to maintain prices of agricultural products at levels which will stabilize agricultural production and the agricultural economy. The law provides for Government purchases and liens, export loans and subsidies, and disposal of agricultural products to stabilize prices.

Exports Increase

Korea's trade balance has improved in the first 9 months of the year. In the third quarter, data based on foreign exchange transactions indicate commodity exports reached $10.7 million, an increase of $.9 million over the preceding quarter. The 9-month total for exports is $29.9 million, an increase of $9 million above the comparable period in 1960. Leading exports in the third quarter were tungsten, iron ore, and fishery products.

Imports for the third quarter indicated a 47% decrease from the second quarter. The 9-month total, $195 million, including commercial imports of $72 million and aid-financed imports of $123 million, shows a decrease of nearly $28 million from the total of $223 million in the corresponding period of 1960. With this increase in exports and decrease in imports, the deficit for visible trade, as evidenced in exchange transactions, decreased from $73.4 million in the second quarter to $31.6 million in the third. The large receipts from the U. S.-U. N. forces caused net payments for both visibles and invisibles to shrink from $53.4 mil-

Swiss Franc Bond Issue Offered by World Bank

A Swiss franc issue of bonds of the International Bank for Reconstruction and Development was publicly offered in Switzerland on January 5 by a syndicate of leading Swiss banks. The banks offer at par 100 million Swiss francs (about US$23 million) of 4% 11-year bonds. The Swiss Credit Bank, the Union Bank of Switzerland, and the Swiss Bank Corp. head the underwriting group as they have done in previous public offerings of World Bank bonds on the Swiss market.

The new issue, to be known as the Emprunt en Francs Suisses 4% de 1962 (4% Swiss franc bonds of 1962), will be dated February 1, 1962, and will mature February 1, 1973. On and after February 1, 1970, the World Bank may redeem all or part of the issue on any interest payment date on 45 days' notice for partial redemption and 3 months' notice for total redemption. Interest will be payable annually on February 1, the first payment due on February 1, 1963. The issue will be listed on the stock exchanges at Zurich, Basle, Geneva, Berne, and Lausanne.

This is the eleventh public issue of the World Bank in Swiss francs. In addition, there have been five private placements by the Bank in Switzerland, of which three, totaling 333 million Swiss francs, were transactions with the Government of Switzerland. Giving effect to the present issue, the aggregate of World Bank bond and note issues outstanding in Swiss francs will amount to about 853 million Swiss francs (about $198.6 million).

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lion in the second quarter to $4.4 million in the third. This sharp decrease does not mean that future quarters will continue such a trend. Increased sales of aid funds and Korean Foreign Exchange (KFX) should lessen the wide gap which is now evident in the payments picture of the second and third quarters.

The Korean Government is instrumental in this improvement in the balance of trade. Exports are encouraged through subsidies; special efforts are being made to encourage use of domestic products; and restrictions have been placed on imports, particularly on nonessentials, on goods competing with Korean manufactures, and on luxury-type goods.—U.S. Embassy.

United Kingdom lard imports dropped 15% in the first 10 months of 1961, compared with the same period in 1960, the Foreign Agricultural Service has reported.

Brazil Government Spurs Legislation To Ease Country's Financial Problems

RIO DE JANEIRO.—Financial developments in Brazil in November began with the Government's efforts to bring under control a spiraling rate of inflation and to have legislation enacted which would permit some degree of stabilization in 1962.

To attack the problem of inflation, the Government submitted to Congress a tax reform bill designed to increase revenues and supported a bill which would permit raising compulsory reserve requirements of commercial banks to double the present ceiling of 14% and 7% for demand and term deposits, respectively.

The month thus began on an optimistic note which changed to pessimism by the end of November with passage by the Chamber of Deputies of a nationalistic profits remittance bill, approval of the Federal budget with an estimated record deficit, and failure of the Congress to act on either the tax reform or bank reserve bills.

Chamber Passes Profits Bill

The major economic event of November was approval of the profit remittance bill by the Chamber of Deputies, which caused considerable concern in foreign business circles. Much of the press stated its opposition in strongest terms and several leading figures, including former Finance Minister Mariani and former President Kubitscheck, condemned the measure.

In summary, the bill provides for an annual limitation on profit remittances of 10% of the cruzeiro value of registered foreign investments and a limitation on annual repatriation of capital of 20% of the same value. Reinvested profits would not add to the base on which remittances or repatriation would be calculated and any profit remittance of over 10% would be considered repatriation, with the base reduced accordingly. Because the registered capital of firms would be calculated in terms of cruzeiros, actual profits that firms could remit in dollar terms would steadily diminish as inflation proceeded.

The bill is expected to be substantially modified by the Senate when Congress reconvenes, according to the Brazil press.

Tax Reform Delayed

The Government's tax proposal which was not passed before adjournment of Congress was designed to raise revenues in 1962, to put teeth in the tax law by strengthening penalties for evasion, and to control profit remittances without establishment of a separate profit remittance law. The Administration has continued to urge prompt passage of the bill when Congress reconvenes, but there is some dispute as to whether, under the Constitution, the tax bill had to be passed before the budget law to be effective in 1962. Aside from the constitutional problem, there was some skepticism as to whether the bill could be passed in an election year. All members of the Chamber of Deputies and one-third of the members of the Senate are to be elected in October 1962.

Exchange Rate Fluctuates

The average check buying rate in the free market for November was 345 cruzeiros per dollar, compared with 308 in October and about 265 in August, prior to the political crisis. After passage of the profit remittance bill a temporary flight of capital resulted in a rapid depreciation, reaching a low of about 505 cruzeiros per dollar in mid-December. By the end of the month, however, the currency had strengthened to about 380 cruzeiros to the dollar. The cost of living in Rio de Janeiro increased about 5.8% for November, bringing the cumulative increase to 33.2%, as compared with 18.3% for the same 11 months of 1960.

With normal rainfall in Sao Paulo and Minas Gerias the nation's agricultural picture improved considerably during November. Bahia continued to suffer from a prolonged dry spell but there was little effect on its commercial crops, as the castorbeans and tobacco were already in and the cacao region has not been affected.

Excessive rains in the South, however, caused serious damage to the wheat crop. Most observers report that the harvest was practically completed by the end of November and that it would total only about 150,000 metric tons, instead of the 310,000 expected earlier.

It is still estimated that there was a bumper corn harvest. Even so, the late arrival of the rains in a large part of the country and consequent heavier feeding caused some fear of a shortage.

By November it was believed that 1961 castorbean production totaled only 163,000 metric tons as compared with the original estimate of 230,000 tons. Nevertheless, oil production held up well during the year by use of the large carryover from the record 1960 crop.—U.S. Embassy.

Economy of Goa Being Linked With India's

BOMBAY.—The Government of India has taken a number of steps to link the economy of Goa with that of India. Top level economic officials and survey missions have already visited the area. Some of the measures taken so far are tentative, pending further decisions on how the area is to be administered.

India's currency and exchange regulations have been extended to Goa (including the areas of Daman and Diu). The rupee and the escuda have been declared legal tender, the rate of exchange being fixed at 6 escudos to the rupee (1 rupee= US$0.21) thus giving the escudo the value of US$0.03½. Import of escudos and export of gold, jewelry, and foreign exchange have been barred. The Goa branch of the Banco Nacional Ultramarino, understood to be the only commercial bank operating in Goa, has been closed, and the Government of India controlled State Bank of India has opened a branch in Panjim, Goa's capital.

Foreign Trade Rules In Transition

The present organization of foreign trade in Goa is unclear. The military Governor of Goa issued a proclamation at Panjim on January 2, according to press reports in India, concerning the procedure for exports from Goa. The proclamation was quoted as follows: "The exporter should apply in triplicate to the Chief Civil Administrator of Panjim through the State Bank of India, Panjim, for the necessary export permit, giving full particulars of exports and also undertaking to realize the full proceeds of the foreign exchange in an approved manner through the State Bank of India, and to collect and/or negotiate relatively complete set of documents through them."

An earlier report stated that "The import into Goa of goods already at sea and in regard to which the foreign exchange component has already been paid will be allowed."

Customs regulations of India have not been officially extended to Goa. A customs cordon has been reestablished on the boundary of Goa with India and will presumably be maintained until India's foreign trade controls are extended to Goa.

Goa's imports consist of foodstuffs, textiles, and a variety of other commodities. Iron ore and manganese ore account for nine-tenths of the value of Goa's exports. Most of the iron ore has been shipped to Japan and the Federal Republic of Germany. Goa consistently ran a deficit in its balance of trade until 1960, according to unofficial sources, when a small surplus was realized, attributable largely to the sharp increase in exports of iron ore.

Transportation Services Resumed

Goa's principal port, Marmagoa, is in full operation again. Its rail link with India, severed in 1954, has been restored. Commercial air service to and from Goa has been disrupted but the Indian Airlines Corp. is expected to begin regular service between Goa and Bombay soon. Communication facilities are now being operated by Government of India departments. Commercial advertising on the radio is expected to be discontinued in accordance with the policy of All-India Radio.—U.S. Consulate General.

Lebanon Seeks New Outlets To Reduce Trade Deficit

BEIRUT.—Lebanon is seeking additional outlets for its products—especially fruit—in all countries with which it has a trade deficit. Among these countries is the Federal Republic of Germany, from whom imports rose to $23.1 million in 1960 and exports sank to $1.3 million, leaving a trade deficit of roughly $22 million.

The trade imbalance with the United States was 15-fold in favor of the United States in 1960.

Lebanon now makes up an estimated deficit of $377 million with invisibles such as tourism, emigrant remittances, and oil investments.—U.S. Embassy.

U.S. Travel Service Seminars Scheduled

The United States Travel Service (USTS) of the U.S. Department of Commerce will conduct a series of regional seminars in New York, Chicago, San Francisco, Cheyenne, Charlotte, and Dallas during February, March, and April.

These seminars are to explain the recently instituted program to attract foreign visitors and to show communities how they can cooperate with and benefit from this program.

The USTS was established last year by Congress to develop, plan, and carry out a program designed to stimulate and encourage travel to the United States as a means of promoting friendly understanding and good will among peoples of foreign countries and the United States.

The seminars will show political, civic, and business leaders throughout the country how an increased flow of foreign tourists to the United States would be beneficial to individual communities, and how local leaders can help the USTS fulfill its mission by making the tourists welcome in cities and towns across the nation.

Prominent Government officials will participate in these seminars. Among the scheduled speakers are Secretary of Commerce Hodges; Under Secretary Edward Gudeman; Voit Gilmore, Director of the United States Travel Service; and members of Congress.

The upcoming seminars were a major subject of discussion at the first meeting of the Travel Advisory Committee held in Washington on January 9. Attending the meeting were 36 prominent members of the travel and allied industries from points throughout continental United States, as well as Hawaii and Puerto Rico. The Advisory Committee was appointed by Secretary Hodges on January 2 to counsel the USTS on both policy and operation until January 3, 1963. A second meeting of the Committee has been scheduled for April 10, 1962.

ECAFE Committees Meet in Bangkok

Three committees of the Economic Commission for Asia and the Far East (ECAFE) will meet in Bangkok for their regular annual conferences in January and February 1962.

The Committee on Trade, meeting January 22–29, will review current regional trade developments, policies, and specialized trade problems, and will consider arrangements for an Asian Trade Fair. Clarence Blau, Assistant Director of the Bureau of International Programs, Department of Commerce, will lead the U.S. delegation.

The Committee on Industry and Natural Resources will meet January 31–February 9, 1962. The U.S. delegation will be headed by Walter Kotschnig, Director of the Office of International Economic and Social Affairs, Department of State; Mr. Blau of the Commerce Department will serve as alternate. The committee will discuss industrial development and productivity problems, resources development, industrial research and standardization, and the work of the U.N. Technical Assistance Bureau in the industrial development of the area.

The third committee, on Inland Transportation and Communications, meeting February 12–19, will deal with tourist promotion and technical papers on transportation and communications. The U.S. delegation for this committee will be named soon.

Australian unmanufactured tobacco imports in fiscal 1960-61, at 35.7 million pounds, were the smallest since fiscal 1952-53, according to the Foreign Agricultural Service.

The United States continues as the principal supplier of imported leaf but the volume has fallen off sharply during the last 3 fiscal years in contrast to the rise in imports from Rhodesia-Nyasaland, Republic of South Africa, and Canada.

Sweden and Rumania Sign Trade Treaty

STOCKHOLM.—The Swedish Ministry for Foreign Affairs has announced the conclusion of a new Swedish-Rumanian trade agreement, effective January 1, 1962.

Under the provisions of this agreement quotas have been increased for Swedish exports of foodstuffs, woodworking and other types of machinery, tools, electrical resistance material, paper and paperboard, and hides and skins, including processed leather. In addition, new Swedish export quotas were established for breeding swine, ceramic slabs, sanitary porcelain ware, ferroalloys, welding electrodes, and taximeters.

The new agreement provides for increased Swedish import quotas of petroleum and chemical products, iron and steel, and miscellaneous food products. The agreement has a 3-month termination clause and is to continue in effect automatically from year to year unless denounced by either party.

In the 9-month period January-September 1961, Swedish exports to Rumania totaled 21.2 million crowns, compared with 21.9 million crowns in the 12 months of 1960 (1 Swedish crown= US$0.193). Swedish imports from Rumania in the same periods were valued respectively at 8.9 and 7.1 million crowns. —U.S. Embassy.

Greece Requires Certificate On Pharmaceutical Prices

ATHENS.—Greek representatives of foreign pharmaceutical firms now are required to submit a certificate issued by a competent public authority and validated by a Greek Consulate indicating the wholesale and retail prices of the medicines in the country of origin. The certificate is submitted to the Medicinal Advisory Council in the Ministry of Social Welfare, which fixes the wholesale and retail prices of pharmaceuticals in Greece.

This decision of the Ministry of Social Welfare, effective October 1, 1961, further stipulates that if the certificate is not submitted along with the other cost data required by price control regulations, no prices will be fixed for proprietary medicines. Without a fixed price, the sale of proprietary medicines is prohibited in Greece.

Another decision of this Ministry, effective September 10, 1961, requires that shipments of pharmaceuticals to local agents by parcel post must be accompanied by an invoice issued by the supplier to facilitate customs clearance.—U.S. Embassy.

Viet-Nam Institutes Fiscal Reforms By Revising Import Tariff, Taxes

SAIGON.—Fiscal reforms put in effect on January 1 are likely to bring about broad changes in Viet-Nam's foreign trade and monetary structure.

A new "economic development and national defense surtax" of 25 piasters per US$1 has been imposed on all imports, replacing import levies formerly in effect. The official exchange rate of 35 piasters per US$1 remains unchanged.

Various Taxes Abolished

Abolished import taxes include the production tax, perequation tax, stabilization surtax, statistical tax, and nine other excise, consumption, and inspection taxes.

The customs tariff has been revised for numerous items. Selected categories of equipment and raw material directly contributive to development now are wholly exempt from import duty.

An "austerity tax" has been established on commodities of a luxury nature or directly competitive with local production.

The export premium of 13.48 piasters per US$1 was abolished and a new premium of 25 piasters per US$1 has been instituted for all exports of goods and services. An additional 5 to 15 piasters per US$1 will be paid on exports of selected products.

Tax System To Be Overhauled

The present tax system will be overhauled to increase Government revenues and achieve fiscal equity. The following changes have become known:

- Excise tax on petroleum products, including propane and butane, will be replaced by a consumption tax.
- Business license (patente) tax will be based solely on volume of business turnover.
- The income tax schedule on salaries above 500,000 piasters a year will be modified.
- Tax rate on income from stocks and shares of limited liability companies is to be increased to 24%.
- The net revenue tax on royalties of foreign films has been substituted by a straight 12% tax on income from this source.
- The tax on radio receiving sets has been abolished.

Legal Ceiling on Borrowing Raised

The legal ceiling on the Government's borrowing from the National Bank has been raised from 25% to 40% of national budget receipts.

These measures are designed to simplify Viet-Nam's foreign exchange system and to increase Government revenues during a time of national emergency and increased needs of economic development. The impact of these reforms on imports and foreign investment may be extensive. A certain decrease in consumption is expected which would tend to increase the availability of funds for investment capital.—U.S. Embassy.

Guinea Introduces New Import Tax

The Government of Guinea has introduced a new tax on imported commodities which, in its effect on the economy, is the equivalent of a devaluation of the Guinean franc of about 20%.

The so-called equalization tax is to be collected, for the time being, in one of two ways: For certain products the Ministry of Commerce will set a controlled price at which these products will be sold to retailers by the State importing companies, as well as the maximum price at which they can be sold to consumers, and the new tax will be included in this price; for other products the retailer is charged with collecting the tax according to a table of percentages ranging from 10% to 25%. The proceeds of this tax are to be paid into an "equalization fund" to be used to subsidize exports through a regime of minimum prices paid to producers by the state export monopoly GUINEXPORT.

The law establishing this procedure has not yet been published, but the tax already is in effect. It was announced in a circular from the Minister of Commerce published in the Daily Bulletin of the Economic Chamber. The circular states that the law establishing the tax is under study by the Government, but in the meantime, the tax will be applied according to procedures outlined.

Rice imports into Ghana in January-June 1961 of 23,832 metric tons were nearly double those for the same period in 1960, according to the Foreign Agricultural Service.

About 77% of the imports were from the United States.

New Industry License Lists Issued by India

India has issued, effective until March 31, 1962, the lists of industries for which license applications under the Industries (Development and Regulation) Act would ordinarily be approved or rejected without review by the Government's Licensing Committee. The lists are revised periodically (FCW, Apr. 17, 1961, p. 17).

In general, industries on the "approved" list are those India is encouraging; on the "rejected" list, those being discouraged.

Industries for which licensing of new units will ordinarily be approved are: Conveyors—chain belt and screws; construction machinery; cranes; fabricated structurals; industrial machinery—all items except sugar, textile, jute, tea, and small papermaking machinery; machine tools (special types); precision industrial instruments; small tools such as cutters and cutting tools; sluice gates and gearings; structural ropeways; tungsten carbide; winches; camelback (retreading material); and solvent extraction from cotton seed and cake.

Industries for which licensing of new units will ordinarily be rejected are: Aluminum conductors, agricultural tractors, radio receivers, abrasive grains, electric meters, water coolers, wire nails, wood screws, cigarettes, and carbon black.

Jordan Will Admit Uncanned Cheese From Any Source

AMMAN.—Following numerous complaints from merchants who were unable to locate American exporters of uncanned cheese, Jordan on December 22 removed this product from the purview of the Defense Order of February 5, 1961. Uncanned cheese now may be imported from any other source.

Canned cheese, however, still must be imported from the United States (for details on Jordan's import program see FCW, July 31, 1961, p. 8).

Colombia Soon To Activate Agricultural Reform Law

BOGOTA.—The agrarian reform law was signed by the President of Colombia on December 13, 1961. The law previously had been passed by the Colombian Congress (FCW, Dec. 25, 1961, p. 37).

The Ministry of Agriculture expects to activate the law by issuing operating regulations some time this month.—U.S. Embassy.

African States To Confer With EEC on Association

The Council of Ministers of the European Economic Community (EEC) and ministers of the newly independent African States and the Malagasy Republic met in Paris recently to discuss principles and objectives of a new Association Convention soon to be negotiated. The present Convention expires December 31, 1962—5 years after the Rome Treaty entered into force.

The Associated Countries represented were Cameroon, Central African Republic, Congo (Brazzaville), Congo (Leopoldville), Ivory Coast, Dahomey, Gabon, Upper Volta, Malagasy, Mali, Mauritania, Niger, Senegal, Somalia, Chad, Togo, and Ruanda-Urundi, a United Nations Trust Territory which is expected to become independent in 1962.

The new Association Convention reportedly will aim at development of cooperation and trade between the Associated States and the Community, diversification of the economies and the industrialization of the Associated States, development of inter-African cooperation and trade, and strengthening the economic independence of the Associated States.

India Lowers Rail Freight Rates for Manganese Ore

NEW DELHI.—Rail freight concessions have been announced by the Indian Railway Board on all grades of manganese ore transported to ports for export overseas, effective January 1, 1962.

The reduction in freight rates amounts to about 50% of the existing rates for transportation of manganese from railhead situated at a distance of 253 kilometers and more from ports. No reduction was made in the rail freight rates for distances below 253 kilometers. The new concessional rates will be in force for a period of 1 year.

The reduction in rail freight rates has been effected in response to the manganese ore industry's request to make the Indian ore competitive in oversea markets. Manganese ore exports have been declining; exports from India in the 9-month period January-September 1961, totaled 743,075 metric tons valued at 82.5 million rupees (US$17.3 million), compared with 898,010 metric tons valued at 110.7 million rupees (US$23.2 million) in the corresponding period of 1960.—U.S. Embassy.

Lebanon Sets Rules For Joint Accounts

BEIRUT.—A recent Lebanese law authorizing and regulating joint accounts provides that upon death of one of the holders of such an account, the coholder or holders shall dispose of the whole account which they can freely operate. If one of the holders of a joint account is adjudicated bankrupt, however, the credit balance of the account shall be presumed to belong wholly to the insolvent coholder, failing a proof to the contrary.

The new law, passed December 7, 1961, also contains the following provisions:

Banks subject to the bank secrecy law shall be authorized to open for their clients a joint account which can be operated with the signature of one of the holders of the account.

Applications for joint accounts shall be signed by the person concerned who must be legally qualified.

If one of the holders of a joint account dies, the coholder or holders shall dispose of the whole account which they can freely operate. The Bank shall not be bound to provide any information to the heirs of the deceased holder except if a clause exists to the contrary, specifically provided for in the joint account contract. These provisions must be literally reproduced in the contract.

If one of the holders of a joint account is adjudicated bankrupt, the credit balance of the account shall be presumed to belong wholly to the insolvent coholder, failing proof to the contrary.

If a dispute arises between the coholders of a joint account the bank shall block the account immediately upon notification until an enforceable judgment has been delivered.

The bank shall not set off debit accounts against others belonging to the holder of a joint account without the written consent of all the coholders.

The various authorizations provided for in the bank secrecy law, to be valid, must be given by all of the coholders of the joint account.

All provisions contrary to the present law or incompatible with it, shall be canceled.

—U.S. Embassy.

Imports of Certain Animals Now Prohibited by Brazil

The Brazilian Ministry of Agriculture has issued Notice 852 which prohibits the importation of certain animals into Brazil. The notice affects pigs, sheep, horses, cattle, and domestic birds from European, African, Asian, and other countries where the following diseases occur: Dourine; teschen disease (in pigs); blue tengue; chronic respiratory disease; mixamatosis; glanders; contagious pleuro-pneumonia in cattle; Q fever (rickettesia burnete); hog cholera; African horse sickness; shipping fever; sheep smallpox (clavelee); Trypanosoma; Johne's disease (paratuberculosis).

Importation of wild animals is left to the discretion of the appropriate Brazilian authority. Animals imported in violation of this notice will be slaughtered without giving the importers or owners rights of compensation.

German Parliament Passes Tariff Rates for 1962

BONN.—The German Parliament has given its approval to the 1962 Tariff Schedule, effective January 1, 1962. The new schedule embodies tariff adjustments called for by the Treaty of Rome establishing the European Common Market and the plan for accelerated application of its provisions. General effect of the new rates is to increase the disparity between rates applied to imports from Common Market and those from non-Common Market sources.

Toward non-Common Market countries the new schedule cancels the remaining 50% of tariff reductions made voluntarily by Germany in 1957. It also makes the first adjustment of Germany's tariffs on agricultural imports toward the ultimate Common External Tariff (CXT) to be achieved by 1970. This is done by canceling 30% of the difference between current rates and the CXT.

On imports from other Common Market countries, tariffs on industrial products are cut by another 10%. In the agricultural sector, duties are reduced by 5% on commodities still subject to import restrictions, 10% on others.

In the industrial sector, the cancelation of the 1957 voluntary tariff reduction raises rates by .5 to 2 percentage points and increases the difference between tariffs applied to non-Common Market imports and those applied to imports from other member states, as the latter are lowered by 10%. The reduction in rates applied to other Common Market countries now is 40% below the base rates of 1957.

Among farm commodities, the adjustment of external rates to the CXT results in many cuts. On some items of interest to U.S. exporters, however, tariff increases have occurred. These include poultry and some other meat, fresh citrus fruits, dried fruits and nuts, and fruit juices and concentrates.—U.S. Embassy.

Sweden Raises State Export Credit Guarantee Ceiling

STOCKHOLM.—The Swedish Riksdag has passed a bill under which the present ceiling for state export credit guarantees was raised from 1 billion to 2 billion crowns. This limit is to remain in effect through the end of fiscal year 1963.

The increased demand for Swedish state export guarantees in recent years is reflected in the following figures which were presented by the Swedish Government to the Riksdag as part of the explanatory text of the Government's bill requesting approval of the increase in the ceiling.

Guarantees Held By State Export Credit Guarantee Board

End of fiscal year	*Guarantees issued and outstanding at end of year*	*Guarantees approved but not used*	*Percentage increase over preceding year*
June 30, 1956	35	103	——
1957	36	120	13.0
1958	81	78	1.9
1959	155	168	103.2
1960	256	255	58.2
1961	309	426	43.8
Aug. 31, 1961	293	556	15.5

The bill was passed by the Swedish Riksdag on December 13, 1961.—U.S. Embassy.

Tariff Quotas on Steel Products Set by ECSC

The Council of the European Coal and Steel Community has approved new tariff quotas for certain ECSC steel products which may be imported at reduced or suspended tariff rates for the first half of 1962.

Quotas, in metric tons, for specific items in the nomenclature of the European Economic Community's Common External Tariff in the first half of 1962 are as follows:

73.08 A I. Coiled sheet blanks under 1.50 meters in width: Italy, 35,000; Federal Republic of Germany, 35,000; Belgium, 7,000; France, 7,000. These quotas are subject to a reduced ad valorem rate of 3%. Duties for imports exceeding these quotas are 5% for Germany and Benelux; 6% for France; and 9% for Italy.

73.15 B IV b; 73.15 B V a. Ball bearing and roller bearing steel: Federal Republic of Germany, 2,500 metric tons at the rate of 4%. For imports above this quota, the duty is 6%, and 8% for pierced sections.

73.13 A I; 73.15 B V I a 1. "Magnetic" sheets, with a watt loss per kilogram, regardless of width, of 0.75 watt or less: Federal Republic of Germany, 1,750; Italy, 1,750; Netherlands, 500. These quotas are duty free; duties for imports above these quotas are 12% for all countries.

73.15 A IV b. Special wire rod for the tire industry (fine carbon steel wire rod, hot rolled or extruded only, with a diameter of 4.5 to 5.5 millimeters and a carbon content of .62% to .74%): Belgium, 2,500; France, 2,250; Italy, 1,500; Federal Republic of Germany, 250. These import quotas are duty free. Duties for imports above these quotas are 6% for Germany and Benelux; 7% for France; and 10% for Italy.

73.15 A IV b. Special wire rods for the manufacture of springs and wire known as "piano wire" showing the following characteristics: Wire of fine carbon steel simply hot rolled of a diameter from 4.50 to 13 millimeters with a carbon content of .60% to 1.05%; having a combined sulfur and phosphorus content of .05% or less; .1% to .25% in silicon; with a combined content in all other components of manganese of .1% or less: Federal Republic of Germany, 4,000; Belgium, 200. These quotas are duty free. Above quota-imports are subject to the rates shown in the preceding paragraph.

73.15 B III a. Coiled sheet blanks of special alloy steel, with a content by weight of less than .6% carbon and more than 10% chromium, apart from other alloying components (stainless steel), annealed and pickled, and having a width more than 1,000 millimeters but not exceeding 1,300 millimeters: Federal Republic of Germany, 1,000 metric tons, duty free.

Duties for imports above these quotas are 6% for Germany, Benelux, and France; and 9% and 8% for Italy, (the first rate being for structural alloy and the other for non-structural alloy).

In addition to the quotas, the tariff on vanadium and titanium pig iron has been reduced to 1% for the first 6 months of 1962 by all member states (73.01 D I).

—U.S. Mission to the European Communities, Luxembourg.

U.S. exports of grain sorghums in July-October 1961 were 519,000 tons—less than half of the 960,000 tons shipped in 1960, the Foreign Agricultural Service reports.

L.A. Food Code Chapter on Additives Available

Chapter XVI—Correctives and Improving Agents (Additives) of the revised draft text of the Latin American Food Code, has been translated into English and published in the November 1961 issue of the Food Drug Cosmetic Law Journal. The translation was done by Ann M. Wolf, New York, N.Y., for the Food Law Institute, 205 E. 42d Street, New York 17, N.Y.

This is the third chapter of the revised draft text of the Code to be translated and published in English. The other 17 chapters also will be translated and published in The Food Drug Cosmetic Law Journal. Single copies of the Journal may be obtained from Commerce Clearing House, Inc., 4025 W. Peterson Avenue, Chicago 46, Ill.

The Food Law Institute will gladly send out single copies of reprints of the chapters already translated. The other two available chapters are: Chapter IV—Utensile Receptacles, Containers, Wrappers, Machinery, and Accessories, printed in the February 1961 issue, and Chapter X—Sugar and Sugar Products, which appeared in the issue of May 1961.

Copies of all three issues may be obtained on loan from the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. Loan copies also are available of the complete text of the entire draft Food Code, in Spanish, from the same source.

(See FCW, Apr. 11, 1960, p. 9; Sept. 19, 1960, p. 13; Apr. 3, 1961, p. 13; and Sept. 4, 1961, p. 17, for announcements of the availability of Chapters IV and X and other earlier developments of the Latin American Food Code.)

Paraguayan . . .

(Continued from page 102)

Germans have not set minimums for many years.

The *Banco Central del Paraguay* will guarantee exchange for consumer goods imports for only 90 days, but the law to this effect does not prohibit the renewal of the importer's note for one or two more periods of 90 days. Terms arranged for longer periods are handled by financial institutions in the exporting countries, there being no sufficient source of credit in Paraguay for such transactions even if they were permitted. The German firm of *Hermes* finances a large percentage of German exports as well as some from other European countries, and will occasionally finance advance deposits for certain Paraguayan firms. The *Deutsche-Sudamerikanische Bank* will finance consumer goods for only 90 days but will give terms as long as 7 years for capital goods. The *Export-Import Bank of Japan* finances capital goods only, and all Japanese consumer goods are financed by private Japanese banks with an official limit of 90 days.

The Export Credits Guarantee Department of the United Kingdom is a semi-official organization which guarantees payment on export credits up to 90% of the total amount, but British firms must have all their export business covered by this agency in order to get coverage in Paraguay. Terms are limited to 90 days for consumer goods. No official or semiofficial agency of the United Kingdom, Germany, or Japan will extend credits on consumer goods for more than the 90 days officially allowed by Paraguayan regulations. Longer terms must be arranged through private institutions.

Change in Operation Needed

If the trend of decreasing U.S. imports continues at the present rate, the U.S. percentage of the Paraguayan market will be exceeded by Germany in 1964, by Japan in 1965, and possibly even by the United Kingdom in 1966. To reverse this trend American exporters will have to make certain changes in their methods of operations in Paraguay.

The most obvious need is for a liberalization of credit terms. If exporters who now demand advance payment would give credit for 90 days, several of them could doubtless sharply increase their Paraguayan sales. Since many of them have been represented for many years by the same local firms, it would not appear that they would be taking an unduly large risk by so doing.

Another desirable step would be the elimination whenever possible of minimums on export orders. Still another factor which hampers U.S. trade in Paraguay is the fact that freight rates from Europe are much lower than from the United States, although the ocean distance is comparable. The basic problem, however, seems to be the fact that American exporters, unlike their competitors from Europe and Japan, have not yet really felt the need for small markets such as Paraguay, and as a result are not willing to make a competitive effort to gain their appropriate share of such markets.

Mission . . .

(Continued from page 103)

Burma is a potential source of supply of minerals, teak and other hardwoods, handicrafts, and, of course, rubber.

As a potential market, the country, under its development program, will need many types of capital goods including irrigation, power, flood control equipment; agricultural machinery and equipment, particularly tractors, pumps, small motors, and farm implements; various types of transportation equipment, notably diesel locomotives, trucks, and buses; communications equipment of all types; and timber extraction equipment and mining machinery. Burma will also require a growing volume of industrial raw materials including basic chemicals, dyestuffs, and metals and a wide range of construction materials.

Joint Venture Arrangements Desired

In the light industrial field, Burma is placing high priority on the establishment of joint-venture manufacturing operations for the local production of such goods as textiles, processed rubber goods, and glass products, and for the processing or manufacture of forest products (paper, fiberboard, plywood, and veneers).

In addition to presenting specific U.S. business proposals to Burmese businessmen, trade and industry groups and Government officials, the forthcoming mission will also explore Burma's potential need for other U.S. products and look for Burmese products that can be profitably marketed in the United States. During its tour of Rangoon, Mandalay, Moulmein, Bassein, and the country's other commercial, industrial, and agricultural centers, the mission will also explore opportunities for participation by U.S. private enterprise in capital investments, licensing, and joint ventures in connection with Burma's 4-year development plan.

On its return to the United States, the mission will hold conferences in key American cities for the benefit of businessmen interested in initiating or expanding commercial relations with Burma.

Mission members are now receiving week-long Commerce Department orientation on U. S. foreign economic policy, potentials for development of international trade and investment, and business conditions and customs in Burma.

Also present at the meeting at the Capitol were Jack N. Behrman, Assistant Secretary of Commerce for International Affairs; L. Edward Scriven, Director, Bureau of International Business Operations; and Roy F. Gootenberg, Acting Director, Trade Missions Division, of the U.S. Department of Commerce.

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Trade Information Center Planned at Frankfurt Fair

The U.S. Consulate General at Frankfurt, Germany, will operate a Trade Information Center (TIC) at the 1962 Frankfurt International Spring Fair, February 18-22.

This will offer an excellent opportunity for U.S. manufacturers and exporters to establish or expand sales of their products in Germany and Western Europe. U.S. firms desiring to market in Germany should furnish the Consulate General with complete details, including type of arrangement desired.

U.S. exhibitors and business visitors should register at the Center so inquiries directed there may be channeled to appropriate parties.

Publishers of trade journals are requested to send the U.S. Consulate General at Duesseldorf as many copies of their publications as possible for use in the Center. Trade publications exhibited through the facilities of the Trade Information Center will stimulate interest in U.S. goods adverised there, as well as in the publications themselves.

U.S. firms wishing to establish or expand their markets in Germany are invited to send multiple copies of their descriptive literative, brochures, price lists, and house organs. The material will be exhibited, and distributed on a selective basis to potential business prospects.

Packages of publications and literature should be sent to the Consulate General as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For use at the Frankfurt Spring Fair TIC."

Permanent Architectural Show Space Available in Greece

ATHENS.—A Permanent Exhibition of Building and Decorating Materials has been established in Athens by the Greek architectural magazine "Architectoniki."

At least seven U.S. firms are now represented through local agents.

The exhibition area comprises 1,700 square meters of basement space located in the center of the city.

Services available to exhibitors include: Permanent staff providing visitors information on displays and distributing promotional literature; promotion of displays in a supplement to the bi-monthly "Architectoniki;" and facilities for showing films.

Further information may be obtained by writing direct to the Permanent Exhibit, 9-a Valaoritou Street, Athens.

OITF To Display Paperboard House At Casablanca International Fair

A REVOLUTIONARY new low-cost house made of tough paperboard will be displayed at the U.S. exhibition at the Casablanca International Trade Fair, April 26-May 13.

The paper house, developed by a New York research firm, has been proved to be waterproof and fire-resistant, as well as extremely sturdy.

"Our primary purpose in exhibiting the new house is to show the people of Morocco this new technique for low-cost housing," said L. Edward Scriven, Director of the Commerce Department's Office of International Trade Fairs, which will produce the Casablanca exhibit with the cooperation of U.S. industry.

"The house we will show will be fabricated of paper, but our demonstrators will make it clear that any cellulose material—such as the esparto grass native to Morocco—can be used instead," he added.

The paper for the house is first glued in a honeycomb pattern. In this form it can be shipped at low cost, since the glued paper resembles a folded accordion.

At the home site, the glued paper is expanded, and sheets of cardboard are adhered to its sides and ends to hold it in the expanded position. The resulting panels are light but strong, and can be used much as plywood or fiberboard panels are used.

A prototype paper house was constructed by three men in 4 days last October in Huntington, N.Y. The developers estimated that a small house can be built of their material at a cost of between $500 and $1,000.

The U.S. Pavilion at the Casablanca Fair also will include another new American development—the so-called "desert rat," a small vehicle with giant balloon tires designed to provide transportation for two persons in the most rugged terrain.

The U.S. Pavilion will contain about 11,000 square feet of exhibit space, most of it in a demountable exhibition building under a roof supported by a central mast.

The paper house will be displayed in the outdoor area. The "desert rat" will follow an obstacle course in an outside exhibit area as fairgoers watch.

Other features of the pavilion will include an electronic teaching laboratory, where fairgoers will be able to watch Moroccan students learning languages with new U.S. equipment; a small commercial citrus juice extractor, which will show fairgoers how American machinery may be used to help them expand their own extractive industry; a desalinization device and a so-called "flotation cell," used in the mining of phosphates such as those found in abundance in Morocco; a chewing gum packaging machine; and an animated demonstration of the sprinkler irrigation techniques which have made it possible for American farmers to reclaim thousands of acres of desert land for agricultural purposes.

The U.S. Departments of Labor and Agriculture will be represented by special exhibits, as will the President's "Food for Peace" program. Completing the U.S. exhibition will be demonstrations of jewelry-making, using small machines adaptable to use in Morocco.

Refrigeration Exhibit Scheduled in London

The first International Refrigeration Fair will be held in the Grand Hall, Olympia, London, April 13-19. The management expects to present one of the most complete displays of refrigeration equipment, materials, and services ever shown in England.

Exhibits will include refrigeration powerplant, insulation and refrigeration construction, instrumental equipment, cold storage and quick-freezing processors' equipment, heat-exchange equipment, refrigerants, and related items.

The Fair is sponsored by the British Refrigeration Association, and reportedly enjoys the active support of the several British organizations.

Additional information may be obtained from the Press Office, International Refrigeration Fair, 2 Dunraven St., London W.1, England.

Three Countries in Latin America Plan Public Works Improvement

WATER supply systems in two Latin American countries, and the sewerage system in the capital city of a third, will be improved and expanded. The Inter-American Development Bank will extend credit for all three projects.

Improvement of the water supply systems will be undertaken in 385 towns and cities in Venezuela and in the Brazilian city of Salvador and its suburbs in the State of Bahia. Montevideo, Uruguay, will have its sewerage system improved.

The Bank loans—two to Venezuela totaling $20 million, one of $4,120,000 to Brazil, and one of $2.5 million to Uruguay—will come from the Social Progress Trust Fund, which consists of $394 million of the $500 million established last year by the U.S. Government to promote social progress in Latin America. The Bank is administrator of the Fund.

Venezuela's broad water works program will benefit more than 700,000 people throughout the nation.

The water supply program will help to improve sanitary conditions for the rural population, enabling them to enjoy better health and reducing their mortality rate. It will also attack one of the causes of migration to large cities, and, consequently, alleviate problems connected with the rapid growth of an urban population living in substandard conditions.

From the economic standpoint, the program will provide employment for a certain number of workers in their own communities.

One $10 million loan will finance 50% of the cost of water supply systems in 330 towns of less than 5,000 inhabitants, with a total population of some 340,000. Borrower is the Government of Venezuela. The program will be carried out by the Rural Aqueduct Division of the Ministry of Health and Social Welfare.

The second $10 million loan will finance potable water supply systems in 55 cities of 5,000 to 10,000 inhabitants, with a total population of 380,000. This loan was made to the Instituto Nacional de Obras Sanitarias, an autonomous governmental agency, and carries the guarantee of the Government. The loan will cover 48% of the cost and will be used exclusively for foreign exchange expenditures.

The Government is giving primary consideration to water supply installations under its 4-year development plan. During the 1960-1964 period, the Government proposes to supply 1.6 million additional inhabitants with adequate drinking water.

Brazil's program will benefit low-income families in a city located in the economically depressed northeast region.

One of Brazil's greatest deficiencies is the lack of adequate drinking water service. Of Salvador's 674,000 inhabitants only 357,000 are supplied with service but 100,000 of these must depend on public taps for their supply.

Due to the unhealthy sanitary conditions in the city, average life expectancy is low and the infant mortality rate is 160 per thousand inhabitants. Many of the illnesses of the region—such as typhoid fever and dysentery—can be attributed directly to the drinking of contaminated water.

The city plans to begin a two-stage project to correct this serious problem. The city's public water supply currently comes from several rivers which provide a maximum of about 65,000 cubic meters a day (1 cubic meter=264.17 gallons).

To increase this supply the city plans to use a new source, the Joanes River, located 22 kilometers (about 14 miles) from the city's treatment plant. The river already has a dam capable of supplying 85,000 cubic meters of water daily.

Borrower is the Superintendencia de Agua e Esgotos do Reconcavo, an autonomous agency now being created to succeed the State's Sanitation Department. The latter is currently responsible for maintaining, improving, and developing the water supply and sewerage service of Salvador.

The credit will help finance the first stage of the program, which involves construction of an intake conduit to the treatment and pumping plant, pumping lines, distribution networks, and meter installations.

The Trust Fund loan will finance 51% of the cost of the first stage; the other 49% will come from local resources.

Construction of the water supply project will improve presently inadequate health conditions in the city and will help to raise living standards.

The project in Montevideo will directly benefit a district inhabited by about 30,000 low-income members of the working class.

The population of Montevideo has increased rapidly in recent years but the Departmental Government has been unable to secure sufficient financing to increase the city's basic services at the same rate. Sewerage is one of the services which has lagged behind demand.

Approximately 24% of the city's population, generally the low-income groups, lacks sewerage facilities. To correct this situation, the city plans to obtain domestic financing through bond sales, borrowings, and taxes. Domestic credit, however, would prove too costly for financing projects in the low-income districts.

Borrower is the Departmental Government of Montevideo. The loan will be used by the Sanitation Division of the Department of Engineering and Public Works to support a $12 million sewerage expansion program in Montevideo. The Trust Fund loan will finance 19.5% of the cost of the program.

Specifically, the Trust Fund loan will finance that part of the project in the Arroyo Pantonoso district, which includes an area of 298 hectares (0.4047 hectare=1 acre) in the central part of the city. This part calls for the installation of 74.7 kilometers of piping and involves the excavation and backfilling of more than 1 million cubic meters of earth.

Grain Transshipment Facility Opened at Amsterdam Port

AMSTERDAM.—The large grain transshipment installation of the International Graanoverslagmaatschappij was officially opened here recently.

The Director of the Amsterdam Port Authority regards the opening of the installation as an important step on the road to developing the Port as a transit and storage port for bulk products for the European Economic Community.

Immediate Transshipment

Grain brought to Amsterdam in large ocean-going vessels can now be transshipped immediately to coasters for onward movement to Great Britain, Scandinavia, and France. The installation is located at the Vlothaven in the western area of the Port.

Facilities include 24 silos, each with a capacity of 2,500 metric tons (1 metric ton=2,204.6 lb.). Total capacity reportedly is 5 to 6 million tons of grain annually.

The opening of the St. Lawrence Seaway has opened new possibilities for the shipment of grain from Canada and the United States to Europe. Amsterdam now is an important link in this route.—U.S. Consulate General.

Expansion of Steel Rolling Mill in Netherlands Begun

ROTTERDAM.—Plans to expand the present billet rolling mill at Alblasserdam have been announced by the Nederlandsche Kabelfabrieken of Delft.

The new strip rolling mills will be able to handle blocks weighing 9-15,000 pounds, as against 1,000-pound blocks for the present strip mills. The mill line will be about 1,300 feet long and will transform a steel block 6 feet long into a steel strip 500 feet in length at a rate of 10 f.p.s.

Construction of plant space for the new steel rolling mill was started Nov. 18, 1961. The new mill is expected to be completed in 1964.

The N.K.F. directors are hopeful that the United States Steel Co. will go ahead with the proposed construction of new blast furnace capacity at Rozenburg in Rotterdam's Europoort. A decision by U.S. Steel is expected early in 1962.

The new rolling mill is not dependent on the proposed Rozenburg blast furnace capacity. The Alblasserdam operation is a self-sufficient enterprise and independent of raw materials from outside sources. The size and capacity of the new Alblasserdam mill, however, will complement the Rozenburg steel production if it is built. Regardless of whether U.S. Steel goes ahead or not, N.K.F. is expected to continue with its plans to construct blast furnaces at Alblasserdam.—U.S. Consulate General.

Japanese Renew Contract For Indonesian Bauxite

TOKYO.—The 3 major aluminum producers, Nippon Light Metal, Showa Denko, and Sumitomo Chemical have reached an agreement with Indonesia's government-controlled PBU Pertambun Mining Sales Company for a longterm contract to purchase 1.2 million tons of bauxite. The bauxite will come from the island of Bintan at the f.o.b. price of 43 shillings a ton.

The new agreement covers a 31-month period, June 1962 through December 1964. It will replace the existing 2-year contract for 800,000 tons which would expire in January.

Rising demands for raw materials by the expanding Japanese aluminum industry have necessitated a search for both new sources of supply and longer term agreements from established suppliers. The Indonesian source supplied approximately 40% of Japan's bauxite imports in 1960.—U.S. Embassy.

Argentine Iron, Steel Production Rises; Expansion Rate Quickens

BUENOS AIRES.—The Argentine iron and steel industry, long dormant and dependent on imported steel to fill the national demand, entered a period of growth in 1960-61 when new production facilities began operations.

Industry growth is expected to continue for some years as additional facilities are now under construction and others are planned, in order to erase the national steel deficit.

The deficit reached such proportions that in 1960 every ton of domestic crude steel had to be supplemented by 4 tons of semifinished and finished imported steel to satisfy the demand for finished steel products. Statistics for 1961 are not yet available.

Production Accelerates

Pig iron and steel production showed a noteworthy increase for the first 6 months of 1961 over the same period in recent years. Output has risen rapidly as the Sociedad Mixta Siderurgia Argentina (SOMISA) steel plant at San Nicolas nears completion of its first stage of development (FCW, June 5, 1961, p. 35). This integrated mill is a mixed public-private venture in which the Argentine Government has the predominant interest.

The measure of growth of the industry is readily seen by comparison of the following production statistics, in metric tons.

	First half 1961	*Full year 1961*	*1960*
Pig iron	169,835	340,000[1]	180,000
Steel ingots	167,870	336,000[1]	277,000

[1] Estimated.

In July 1960, pig iron production began to assume importance in Argentina for the first time when the big blast furnace of SOMISA, with a rated annual capacity of 500,000 tons, was placed in operation. Although pig iron capacity has been increased to 600,000 tons annually, production has been purposely kept low, pending completion of steelmaking and rolling facilities in 1962 at which time requirements will increase.

Pig iron, prior to 1960, was produced by the government agency, Fabricaciones Militares (Military Factories Administration), which operates a plant with a rated capacity of 100,000 tons annually in Zapla, Jujuy Province. Production is entirely for foundry use.

Steel ingot production, based on its showing at the halfway mark in 1961, will be higher than the 1960 rated capacity of 300,000 tons annually. This is due to production from new furnace installations and increases resulting from improved furnace designs and the use of oxygen. The SOMISA plant began operation of its first open hearth furnace in May 1961. There will be a lag, however, between this start-up of steelmaking operations and the initiation of finished steel production. In the interval, SOMISA's steel will be stockpiled or offered for sale on the local market.

Imports From Germany Heavy

Argentina's production of pig iron and steel has been supplemented in the past by imports in order to meet demand. This situation will continue for some time until domestic output booms.

In harmony with the established trade pattern, Western Germany continued to be the dominant source of imported pig iron. Other large suppliers, according to 1960 statistics, the latest available, were the U.S.S.R., Union of South Africa, and the Netherlands.

No purchases of pig iron were made from the United States in the last 3 years for which records are available. The 1960 statistics also show that imports of about 500 tons of semifinished steel (blooms, billets, and slabs) from the United States were negligible when compared with large tonnages furnished mostly by West Germany, Belgium, Sweden, and France. In the first 9 months of 1961, according to the U.S. Bureau of the Census, 2,060 tons of semifinished steel were shipped from the United States.

Finished steel mill products shipped from the United States in the first 9 months of 1961 totaled about 50,000 tons. Hot-rolled and cold-rolled sheets accounted for almost 55% of this tonnage; tin plate, 20%; and oil country goods and line pipe, 11%. U.S.-origin imports totaled 102,000 tons in 1960 with product distribution about the same as in 1960.

Expansion, Investments Facilitated

New steelmaking facilities, now under construction and scheduled to be completed by the end of 1962 or early 1963, are expected to bring capacity to 920,000 tons annually. Another planned development, if completed, would add 600,000 tons annually to this total. It is also expected that additional rolling mill facilities will be completed in time to keep pace with the increased supply of steel from the furnaces.

(See Steel, page 142)

New Japanese Machine Tool Group To Face Competition

KOBE-OSAKA.—A Joint Research Cooperative of Machine Tool Builders was formally established by 26 machine tool manufacturers of the Kansai area on Nov. 15, 1961 in Osaka. The Cooperative was formed to anticipate competition from imported machine tools which is expected as the result of Japan's trade liberalization program, and to improve the position of the Kansai machine tool builders in export markets, particularly southeast Asia.

The new organization will also include 16 Kansai area university professors, who are specialists in the machine tool field, and technical personnel of the Osaka Prefectural Government. The Kansai group is believed to the first organization of its kind in Japan.

The Kansai producers believe that with present production methods, quality, and prices, Japanese-built machine tools may have a difficult time holding domestic markets after Oct. 1, 1962 when almost all import controls on machine tools will have been lifted. (On December 21, 1961, ordinary lathes, knee-type milling machines, vertical drilling machines, multispindle drilling machines, and gear shapers were released from the restrictive import licensing list, according to the U.S. Embassy, Tokyo—FCW, Dec. 25, p. 2.)

The immediate objectives of the Joint Research Cooperative of Machine Tool Builders are:

1. Modernization of production methods, including replacement of obsolete machinery. Paradoxically, some of the replacement machinery will have to be imported.

2. Improvement of design and quality of machine tools now made in Japan.

3. Development of new types of machine tools and manufacture of machine tools not now produced in Japan.

4. Specialization of manufacture, virtually on a "by-factory" basis. This means that plants most suited for production of boring machines would produce only boring machines, and so on.

At present, even relatively small plants manufacture several types of machine tools, often at high cost. The "mass pro" approach is held to be the answer to expected hot competition in the domestic market.

Further encouragement can be expected from certain banks which are reported to be willing to make low-interest loans to buyers of new machine tools and equipment.—U.S. Consulate General.

Integrated Chemical Plant Being Built in Philippines

MANILA.—Mabuhay Rubber Corp. has concluded a contract with Shin-Etsu Chemical Industry Co. of Japan for engineering services, technical know-how, installation, and operation of the first integrated chemical plant in the Philippines.

The new plant will produce caustic soda, hydrochloric acid, and polyvinyl chloride. It is being built near the Maria Cristina carbide plant in Iligan City, Mindanao.

Philippine imports of caustic soda average about 18,000 tons annually. About 75% of these imports have come from the United States.—U.S. Embassy.

Spanish Chemical Facility To Make Plastics Materials

MADRID.—A new Spanish chemical plant has been planned to produce 40,000 tons of plastics materials annually.

In conjunction with its plant at Monzon, Aragon, a Spanish affiliate of a U.S. chemical company will erect a new facility to produce 23,000 metric tons of monomer vinyl chloride, 10,000 tons of polymer vinyl chloride, and 7,500 tons of styrene polymers and copolymers a year. Products now produced by the firm include calcium carbide, acetic acid, and synthetic fibers.

The company is owned by Etino Quimica and Aiscondel of Barcelona, and a U.S. firm.—U.S. Embassy.

Steel . . .

(Continued from page 141)

The Argentine Government assigned a top priority to steel in the national economy on June 22, 1961, by announcing an executive decree for the promotion of a national steel industry (FCW, Aug. 7, 1961, p. 7). The decree provides various tax and import benefits for new investments in steelmaking operations and offers the possibility of Government guarantees for the investors' international credit undertakings.

The purpose of this decree is to stimulate industrial activity through the special privileges provided, with the hope that, thereby, the Government will achieve its goal of a national steelmaking capacity of 4 million tons by 1965.

The decree defines 2 categories of companies eligible for special privileges in installation of new capacity, provided their projects are technically efficient and economically practical: (1) integrated steel companies that produce iron or steel beginning with smelting of iron ore, and, (2) semiintegrated steel companies that begin the industrial cycle with the processing of pig iron or steel. Greater privileges are extended to the integrated than to the semiintegrated companies.

The Government has since announced approval of 2 steel projects for inclusion in the benefits of the steel industry promotion decree. The first is the project of Siderurgica Campana S.A. (SIDERCA) to install an electric furnace plant of 150,000 tons annual capacity. The second, recently approved on October 25, 1961, is the US$118 million project of ACINDAR, a leader among the private steel mills in Argentina, for an integrated steel mill of 600,000 tons annual capacity. The project, according to the company, is to be financed in part from ACINDAR's own resources but in the majority by international credits.—U.S. Embassy.

British Leather Shoe Sales Set New Record

LONDON.—Manufacturers' sales of leather footwear in the United Kingdom reached a new peak in 1960, rising to 157.4 million pairs. This is an increase of 9.9 million pairs over 1959 sales. Footwear production figures are not published. Domestic sales in 1960 totaled 147.8 million pairs, compared to sales of 138.2 million pairs in 1959.

Consumer expenditures on footwear in United Kingdom have been estimated to have increased about 9% in value and 5% in volume in 1960 over the expenditures for footwear in 1959. Prices on the average were about 4% higher than in 1959.

Imports of footwear in 1960 rose to 14.6 million from 10.6 million pairs imported in 1959. Italy and Hong Kong, supplying 4.8 million pairs and 3.6 million pairs, respectively, were the chief foreign suppliers.

In 1960, the first full year free of restrictions of the Token Import Scheme, imports of leather footwear from the United States amounted to 149,416 pairs valued at $239,283, compared to 70,961 pairs valued at $47,966 in 1959. In the first 11 months of 1961, U.K. imports of leather footwear from the United States totaled 153,315 pairs and were valued at $202,633.

U.S. imports of footwear from the United Kingdom in 1960 totaled 1,326,730 pairs valued at $7,293,170. In the first 11 months of 1961, these U.S. imports totaled 1,504,798 pairs valued at $7,584,017.—U.S. Embassy.

U.S. imports of cotton linters, mostly felting qualities, amounted to 46,000 bales (500 pounds gross) in the first 3 months (August-October) of 1961-62, according to the Foreign Agricultural Service.

Colombian Imports of U.S. Safety Equipment Steady

BOGOTA.—The United States continues to be Colombia's principal supplier of imported safety equipment. U.S. exports of equipment and parts for 1961 are estimated to total about $126,000. This was about the same as for 1960, but slightly more than a third higher than exports for 1959.

Colombian consumption of protective masks, respirators and gas masks, safety hats, and industrial goggles is met by imports as there is no significant local production.

Total imports of industrial goggles amounted to $27,000 for 1960 approximately 90% of wihch originated in the United States. Of a total market of $31,000 for respirators and gas masks, France supplied $14,000, or almost half, while U.S. shipments were only $9,000.

Imports of protective masks amounted to $51,000 in 1960, according to Colombian statistics. The United States supplied $43,000 or 84%, with Germany supplying most of the remainder. The United States shipped more than half of the safety helmets used in 1960—$18,000 out of a $30,000 total. Germany and the United Kingdom together accounted for about a third of this market.

Other devices designed for foot and leg protection, hand and arm protection, protective apparel, and safety belts and harness are on the Colombia prohibited list of imports, in order to protect local industry, and offer no market for U.S. manufacturers.

The Colombian Government, through the Ministry of Labor and Social Security Institute (Institute Colombiano de Seguros Sociales), intends to intensify safety campaigns in 1962 to reduce work accidents. Also, the Consejo Colombiano de Seguridad Industrial, a nonprofit organization supported by local manufacturers, will continue to develop the use of personal industrial safety devices.—U.S. Embassy.

U.S. Crown Cap Exports Dip

The value of U.S. exports of crown caps decreased 11% in the first 9 months of 1961 from the same period of 1960. Exports of these closures were valued at $701,000 compared to $788,000 in the Jan.-Sept. period of 1960, according to U.S. Bureau of Census figures.

The total quantity of caps exported in the 1961 period was 27,590,000 gross. This was a 26% decrease from the 37,279,000 gross exported in the like period of 1960.

Exports to Jamaica were valued at $76,385, up 7%; Honduras, $66,764, up 69%; and Hong Kong, $66,761, up 25%.

Japan's Aluminum Industry Expands; Oversea Interests, Steel Firms Active

TOKYO.—The Japanese aluminum industry has recently been marked by a continuing emphasis on the need for expanded production to meet growing domestic demand. Several of the new plants involve agreements with U.S. or Canadian companies and the Japanese steel industry is also participating in the growth of the aluminum industry.

Sumitomo Chemical has announced that its Nagoya plant, which began operation in October 1961, will double its production from 600 to 1,200 tons monthly and proceed with large-scale expansion plans. A technical agreement with ALCAN of Canada is in the offing.

The Mitsubishi group has moved into the aluminum refining and processing field as a potential fourth power in the aluminum industry which includes Sumitomo Chemical, Nippin Light Metal, and Showa Denko.

Mitsubishi Chemical began construction of a new aluminum refinery in Niigata Prefecture in July 1961. This group is now planning to establish a separate aluminum processing company in a joint venture with Reynolds. The agreement with Reynolds, according to a Mitsubishi official, was reportedly approved by the Government of Japan and provides for the establishment of the Mitsubishi Reynolds Aluminum Co. in January 1962. An aluminum processing plant is to be built in Saitama Prefecture capable of a monthly production rate of 2,500 to 3,000 tons of aluminum products by the end of 1963.

Steel Industry Participates

Members of the steel industry have also shown interest in entering the aluminum field. A group of 3 steel companies headed by Yawata Iron & Steel submitted an application to the Government for approval of a joint-venture contract signed with Kaiser. Pending approval, this new firm, Yawata Aluminum Co., should be established within 3-4 months.

Fuji Iron & Steel, according to press reports, intends to enter the aluminum field with a joint venture with Furukawa Denko which is associated with ALCOA.

Foreseeing the growth potential of the aluminum industry in Japan, it is evident that the steel industry wants to participate from the start of this developing industry.—U.S. Embassy.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

U.S. Ferrophosphorus Exports Could Grow

The United States has been a major producer but only a minor exporter of ferrophosphorus since World War II. In view of the sizeable expansion of steel production not only in Europe, but also in India, Japan, and South America, the outlook for increased exports appears to be encouraging.

Exports in 1960 totaled 47,897 tons or 52% of domestic production, according to U.S. Bureau of the Mines figures. The major recipients were Belgium, the Netherlands, West Germany, India, Cuba, Mexico, and Canada. Exports in the first 9 months of 1961 amounted to 28,400 tons as against 38,000 tons for the same period of 1960.

An alltime peak export rate was established in 1956 when 75,411 tons, valued at $2.3 million, moved abroad, equivalent to 87% of all ferroalloys exported.

Because of the high U.S. production rate, stocks remaining in the hands of producers have exceeded 100,000 tons for a number of years—indicative of the degree of the possible export increase.

Exports of Unfilled Gas Cylinders From U.S. Up

U.S. exports of unfilled gas cylinders were valued at $4.2 million in the first 9 months of 1961. This was a 17% increase over the $3.6 million exported in the same period of 1960, according to U.S. Bureau of the Census figures. The recorded weight of the exported cylinders increased 8% to 12.7 million pounds, Compared to the 11.8 million pound total in the first 9 months of 1960.

Exports to Canada, the leading foreign market for gas cylinders in 1960, were valued at $810,000, down 31% from Jan.-Sept. 1960. Shipments to India showed a sharp rise of 454% from $183,000 in 1960 to $1 million. Increases were also recorded for Mexico, $285,000, up 46%; and Australia, $603,000, up 65%.

Decreases in shipments were registered for Colombia, $412,000, down 48%; and Venezuela, $63,000, down 65%.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

January

21-29.—Second Orientation to Brazil Program, Gould House, Ardsley-on-Hudson, N.Y. Sponsor: Office of Special Service to Business and Industry, New York University.

23.—Latin American Conference, Hartford College, West Hartford, Conn. Sponsors: Foreign Policy Association, Hartford County Manufacturers' Association. Commerce speaker: Claude W. Courand, Bureau of International Programs.

23.—World Trade Conference, Wichita, Kan.

23.—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Metocomet Country Club, Providence, R.I.

23.—Export Clinic: How To Get That Export Order. Federal Building, Phoenix, Ariz. Sponsor: Arizona Regional Export Expansion Committee.

23-24.—Second Duluth Institute on Foreign Trade, Hotel Duluth, Duluth, Minn. Sponsor: University of Minnesota. Commerce speaker: E. E. Schnellbacher (January 23), Bureau of International Business Operations.★

24-25.—Conference for corporation executives: Recent Developments in Latin America. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

26.—Annual convention, American Soap & Glycerine Producers, Inc., Waldorf-Astoria Hotel, New York, N.Y. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

29.—National Businessmen's Week banquet, Sales Executives of Washington Club, Mayflower Hotel, Washington, D.C. Commerce speaker and Honorary Chairman: Luther H. Hodges, Secretary of Commerce.

30.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Emerson Hotel, Baltimore, Md.

30.—Monthly dinner meeting, Fort Worth Export-Import Club, Fort Worth, Tex.

31.—Export Expansion Clinic, Little Rock, Ark. Sponsor: Memphis Regional Export Expansion Committee.

February

1.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Sheraton Plaza Hotel, Boston, Mass.

2-4.—South Dakota Patent Congress. Sponsor: South Dakota Industrial Development Expansion Agency; Junior Chamber of Commerce; Aberdeen Chamber of Commerce; S. D. Extension Service.★

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

9-11.—Institute of American Poultry Industries Fact Finding Conference on International Trade Development. Municipal Auditorium, Kansas City, Mo.

11.—Foreign Trade Conference, Springfield, Mo.

13.—Businessmen's conference with U.S. Trade Mission to Peru-Ecuador. St. Louis, Mo.

14.—Export Clinic, Greenville, Miss. Sponsors: Louisiana-Mississippi Regional Export Expansion Committee; Memphis REEC; Delta Council; Port of Greenville; Greenville Chamber of Commerce. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

14.—Export Trade Development seminar, Hotel Patton, Chattanooga, Tenn. Sponsors: Chattanooga Manufacturers Association, Chattanooga Chamber of Commerce, Regional Export Expansion Committee, Small Business Administration.

16.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Biltmore Hotel, Los Angeles, Calif.

21.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan, Board Room, Bank of America Bldg., San Francisco, Calif.

Food for Peace Pacts Signed With Viet-Nam, Yugoslavia

The U.S. Department of Agriculture has announced the signing of Food for Peace agreements with the Republic of Viet-Nam and with Yugoslavia for sale of agricultural commodities for local currencies under Title I of Public Law 480.

The agreement with Viet-Nam includes the sale of $5.8 million of rice, about 1.1 million hundredweight; $7.7 million of sweetened condensed milk, about 38 million lb.; and $150,000 of dry whole milk, about 375,000 lb., which, together with $1.5 million for ocean transportation, totals $15.15 million.

The resulting local currency is to be used for grants for common defense, payment of U.S. obligations, and various other purposes.

The agreement with Yugoslavia includes $31.8 million of wheat, about 18.4 million bu.; $9 million cottonseed or soybean oil, about 66.1 million lb.; and $4.2 million ocean transportation, a total of $45 million.

The local currency resulting from this agreement is to be used for loans to the Government of Yugoslavia for economic development, payment of U.S. obligations, and other uses by the United States.

Turkey To Purchase Wheat Under P.L. 480 Agreement

Agreement has been reached between the Governments of Turkey and the United States on an amendment program under Title I, Public Law 480, for sale of about 300,000 metric tons of wheat and wheat products, including 3,500 metric tons of bulgur, $19.1 million. Ocean transportation is estimated at $2.3 million.

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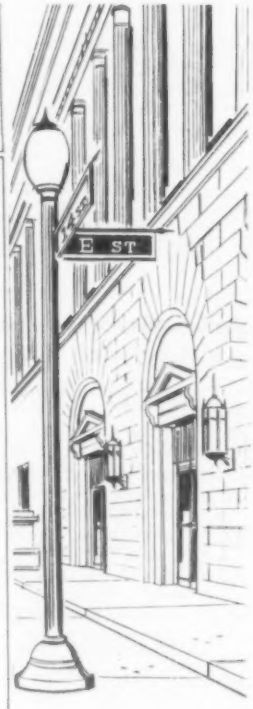
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